

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

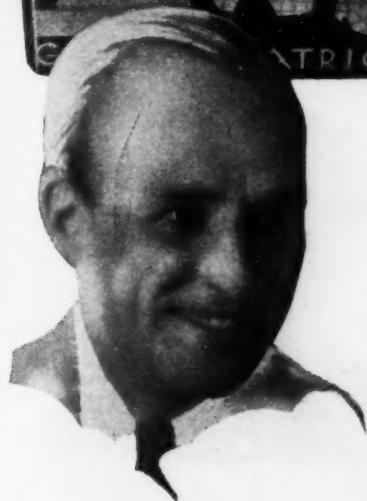
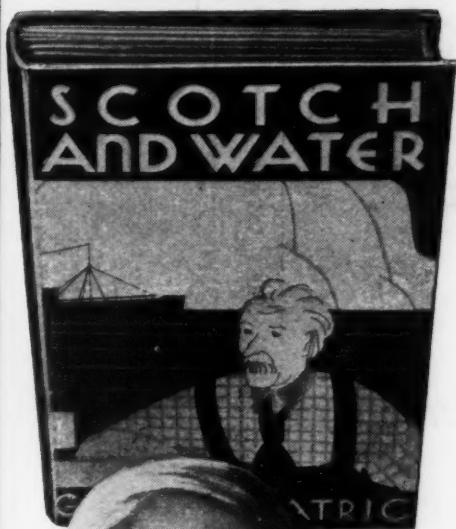
62 West 45th Street, New York

VOL. CXIX

NEW YORK, APRIL 11, 1931

No. 15

Thanks for the Boost!



MR. BOOKSELLER,
GET AN EYEFUL OF THIS
— IT DOESN'T HAPPEN OFTEN

"Finished *Scotch and Water* in one sitting. More belly laughs than anything since Mark Twain's 1601."

—JAMES COLLINS
Horace Liveright

"If we could get hold of some of 'Duggan's Dew' we might forget our troubles. Have reordered *Scotch and Water* and hope to do so again."

—S. J. ROWLAND
Wm. Ballantyne & Sons

"One of the funniest books I have ever read. A peach of a book. Send me two more copies."

—PERCY LORING
Albert & Charles Boni, Inc.

"I read *Scotch and Water* with the greatest enjoyment. Here's hoping it goes over big. It deserves to."

—JOSEPH V. CARROLL
Blue Ribbon Books

"The further into it I got the more I enjoyed it."

—D. L. MACRAE
Macrae, Smith Company

"Glencannon is one of the most delightful characters in a long time. Wouldn't it be wonderful to have a tank like his. I will get our people back of the book."

STANLEY REMINGTON
Norman, Remington

SCOTCH AND WATER

DODD, MEAD & COMPANY
449 Fourth Ave., New York

By Guy Kilpatric

2nd edition \$2.00

We Congratulate You!

The tremendous promotion campaign on

General John J. Pershing's

MY EXPERIENCES IN THE WORLD WAR

has, with your help, gone over in a big way. Every mail brings us additions to first orders. Over 1,300,000 imprinted folders, all requested, plus many thousands of other promotion pieces, have been part of your fine effort to make the Pershing

**The Best-Seller of 1931
and a "staple stock" item for
years to come!**

Now—

Watch our follow-up advertising—

Our program calls for an outlay of \$20,000 before the summer is over—every dollar of which is being used to bring business to your shop. Pages in the *N. Y. Times* and *N. Y. Herald Tribune* will be followed by generous space in these and other magazines and newspapers with national circulation—

Watch Pershing Sell!

Our Slogan: "Buy your books of your bookseller"

FREDERICK A. STOKES COMPANY

443 4th Avenue

New York



RED BREAD

which we feel certain will have an even more popular sale than *Humanity Uprooted*, will be published on May 4th. Posters and postcards will be available to those who want them. *Red Bread* is illustrated with photographs. Price, \$3.50. (Jonathan Cape & Harrison Smith)

BY

MAURICE HINDUS

Author of

HUMANITY
UPROOTED



"Julian Duguid is a real adventurer and he writes like a streak!" says



W. B. SEABROOK

Thus the veteran adventure-writer welcomes this youngest member into that elect company who have a marvelous story to tell and tell it as no one ever has before. What Seabrook was to Haiti, Julian Duguid is to the weird and wild Gran Chaco of Eastern Bolivia.

This powerfully written story of four men's incredible experiences in the land that God forgot has already raced through three printings in England, and is drawing an unprecedented response from advance critics in this country.

Burton Rascoe, for instance, calls it "An extraordinarily vivid story . . . a lively, lusty, exciting narrative of a crazy experience."

GREEN HELL



By JULIAN DUGUID

Julian Duguid has just arrived in New York from London on his way back to South America to join the Matto Grosso expedition. Watch the publicity! APRIL 17—GREEN HELL published. Illustrated. \$4.00

THE CENTURY CO., New York



Here are the Facts

Of recent, there have been rumblings of criticism about the over-exploitation of books. What book clerks really want to know, when they go to sell, is just four things: (1) What the book's about; (2) who wrote it; (3) what

he's written before; (4) and how good his new book is. We want to give you this information, frankly and accurately. We believe in these four books, and in their authors' future. Here's the factual trade index to sales:

<p>A HAIR DIVIDES by <i>Claude Houghton</i></p>	<p>His first novel, <i>I Am Jonathan Scrivener</i>, published successfully by S. & S. Won great critical acclaim. Strong promises made for him. This book more than fulfills them. A "study in murder." Subtle—surgical—passionate! A novel and a mystery in one! First print order, 3,000. <i>Coming April 17.</i> \$2</p>
<p>NO WALLS OF JASPER by <i>Joanna Cannan</i></p>	<p>Psychological portrait of a murderer in the person of a London publisher. <i>N. Y. Times</i> calls it the best book of its type since Herbert's <i>House by the River</i>. First and only book to be taken by two book clubs in London. Praised by people like Frances Noyes Hart and Rebecca West. <i>2nd ed —1,000—just out!</i> \$2</p>
<p>I WALK ALONE by <i>Kathleen Wallace</i></p>	<p>The story of a courtesan who ruled half of China. "Hauntingly beautiful." Mary Borden says it bewitched her. Isa Glenn calls it "original and true!" First print order, 3,500. Sales steadily in the ascendancy. Watch it! \$2</p>
<p>THERE OUGHT TO BE A LAW by <i>Nunnally Johnson</i></p>	<p>"The American Wodehouse." A real first-book laugh hit! "Funnier than Charlie Chaplin and Will Rogers put together," says one enthusiastic reviewer. Tom Neal (<i>Hollywood Book Store</i>) reports it going strong "in the wilds of movieland." <i>First print order, 2,500.</i> \$2</p>

NOTE: We are very frank about print orders. We print, before publication, exactly the number of books we expect to sell by that date, or shortly thereafter. In 80% of the cases other printings follow. In fact, the turnover of additional print orders on our books is exceptionally high—frequently eight and nine, and sometimes even more.

DOUBLEDAY, DORAN

MANHATTAN'S SCANDALS

—no longer a local issue, but

NATIONAL FRONT PAGE NEWS

...you can *Sell this Book*

giving the inside history
of Tammany's power

SELL TO everyone interested in what led up to the sensational events taking place in New York—and the forces that lie behind them.

SELL TO readers of modern biography and those interested in the careers of noted (and notorious) men.

SELL TO anyone who likes to read up on American politics and civic problems.

SELL TO the libraries in your vicinity as a book of immediate importance.

LOTHROP STODDARD'S

Master of Manhattan

LONGMANS, GREEN & CO.
55 Fifth Avenue New York
\$3.50

VICE
REVELATIONS....
Disclosures so far are mild. For a picture of what vice can really mean in New York—for a revelation of what may come next, read the new book:
MASTER OF MANHATTAN
BY LOTHROP STODDARD

HEADS
WILL FALL! WHOSE?
Will they be only political scapegoats or will a ruthless investigation reach the hidden leaders? To find out what might happen in New York's political mess read:
MASTER OF MANHATTAN
BY LOTHROP STODDARD

A few of the advertisements that have set New York discussing this book.

To His Excellency FRANKLIN D. ROOSEVELT
"Has Mayor Walker forgotten?"
"Has he forgotten his New York history? asks the Society for the Suppression of Crime in its sensational indictment of the Mayor sent to Governor Roosevelt. Has he forgotten the Lexow Committee turned down the thought our political could



by
ALEC WAUGH
**MOST
WOMEN..**

With many wood cuts by
LYND WARD

The companion volume to
HOT COUNTRIES

April 29th - - - \$3

Both Volumes, boxed, \$5



YOU helped us sell four editions of HOT COUNTRIES ~ you'll remember it was a Guild selection, too ~ we're returning the compliment by giving you, in MOST WOMEN, a book you'll sell even better ~ not only through the Summer and Fall but as a big item for the holiday trade ~ sell it alone and with HOT COUNTRIES boxed ~ the illustrations by Lynd Ward are his best ~

MOST WOMEN . . a new book of far places by Alec Waugh

FARRAR & RINEHART, 12 East 41 Street, New York

Sweeping the Country!

BUSINESS ADRIFT

"No criticism (of Capitalism) has been so definite in its statements, so sure in its suggestions, so alarming in the price it says will mark continued failure, as is set forth in *BUSINESS ADRIFT*."—Time.

"When the head of the nation's chief school of practical affairs (W. B. Donham) and one of the foremost contemporary philosophers (Alfred North Whitehead) agree substantially in stating a point of view, we shall do well to listen."—The New Republic.

"The first really thoughtful attempt I have seen by big business men to try to forecast the future to set their own house in order. What Donham says is worth while thinking about. It is a sign of the times that a high priest of business should speak so plainly."—Norman Thomas.

"An important and disturbing volume. It should be read by every student and every intelligent citizen as well as by business men."—N. Y. Post.

"A searching, challenging, and inspiring plan for American business."—The Business Week.

*The Donham Plan
for American Business*

By W. B. DONHAM

With an Introduction by
ALFRED NORTH WHITEHEAD

Donham's *BUSINESS ADRIFT* has created a sensation in business circles throughout the country. Leaders of industry are discussing it and buying it in quantities. Rumors from Washington report excitement in administration circles. Newspapers and magazines are giving it extended comment both pro and con in news and editorial columns. The *New Republic* (April 8th) devotes almost two pages of editorial comment. *Time* (April 6th) gives it 3½ columns. *Business Week* (April 1st) devotes its full page leading editorial. Reorders are beginning to pour in—looks as if the second large printing will be sold out before it leaves the bindery. Paper ordered for third larger printing. Every man and woman with a stake in American business welfare will be interested in the Donham Plan as presented in *BUSINESS ADRIFT*. Get your order in at once. 40% on 25 copies. Series of window cards—imprinted circulars—available on request.

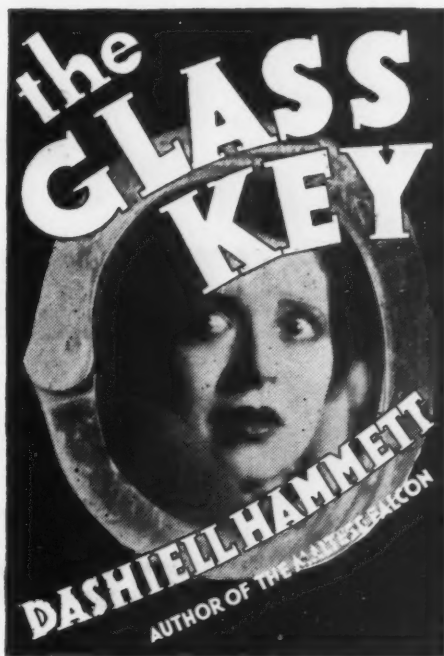
Price \$2.50

WHITTLESEY
HOUSE

A Division of
MCGRAW-HILL BOOK CO.
370 Seventh Avenue, New York

A NEW WRAPPER AND A LOWER PRICE

The new Hammett for which the trade and public have been asking eagerly these many months will be published April 24th at \$2.00



The GLASS KEY

By Dashiell Hammett

Woolcott has called THE MALTESE FALCON the best mystery story ever written by an American. (I won't call THE GLASS KEY even better—superlatives don't mean much these days—but I will promise it won't disappoint you and your readers. (The new wrapper will help and the reduction of the price to \$2.00 should remove every last obstacle to your achieving for THE GLASS KEY the big sale you have told me the new Hammett ought to have. (If you will increase the order you have already placed at \$2.50 by twenty-five percent, you'll be helping yourself, your customers, us, and Hammett. And I hope you'll agree that such an increase isn't unreasonable—even in times like these.

Alfred A. Knopf

ALFRED • A • KNOFF



730 FIFTH AVE • N • Y •

**EDEN
PHILLPOTTS'**

**Best Mystery Since
THE GREY ROOM**

**FOUND
DROWNED**

MAY 5—\$2.00

THE MACMILLAN COMPANY

60 Fifth Avenue . . . New York

Boston Chicago Atlanta Dallas San Francisco

Coming April 21

Strange Thoroughfare

Sonia Ruthèle Novak

This is a first novel of unusual quality. It is cast in a symphonic form, opening with the slow movement of Esther O'Shane's delightfully recorded childhood and adolescence in the South, quickening in tempo with the rush and excitement of her expanding life, reaching a climax in her three marriages, and concluding with the rounded period of her disillusion and death. Throughout runs the theme of a glowing spirit searching for the meanings of experiences which come to her along life's strange thoroughfare. \$2.50

THE MACMILLAN COMPANY - NEW YORK



THEY OFFERED HIM \$10,000,000 TO GO HOME!

With Fokker's deadly "flying razor" shooting down Allied airmen like clay pigeons, and the mysterious Fokker machine gun streaming death *through* the propeller blades, is it any wonder England offered him \$10,000,000 just to leave Germany!

Fokker's career is so packed with drama, intrigue, fighting, and incredible adventures that it is *certain to thrill thousands*. No biography in years has created such widespread *advance interest* as *FLYING DUTCHMAN*

FOKKER IS NEWS!

There will be a Fox Movietone newsreel of Fokker; interviews and feature articles about the book and its author sent by the *A. P.*, the *McNaught Syndicate*, and the *N. E. A.* to over 1000 newspapers; special interviews in the New York papers; an article in the *Literary Digest* and a radio discussion of the book by Lowell Thomas; a radio talk by Fokker over a *N. B. C.* network; and advertising to reach approximately 5 million people—a huge conspiracy to make *FLYING DUTCHMAN* a best seller!

READY APRIL 24th

FLYING DUTCHMAN

THE LIFE OF FOKKER

By ANTHONY H. G. FOKKER
& BRUCE GOULD

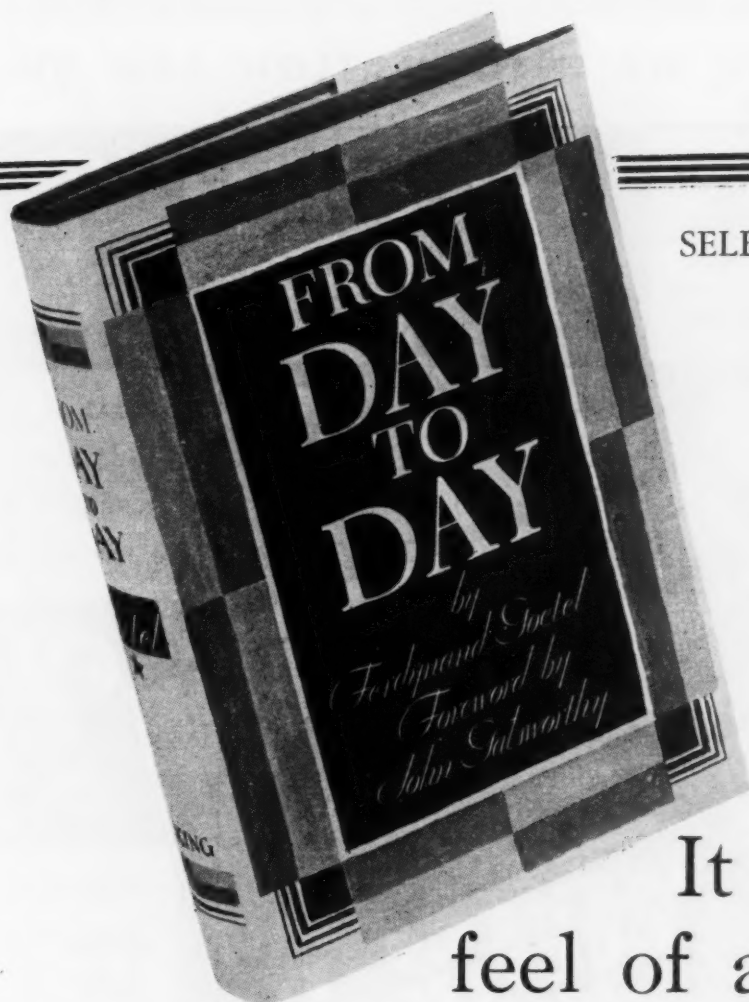
\$3.00 *illus.*

HENRY HOLT

ONE PARK AVE., N. Y.

HOLT





SELECTED BY THE
LITERARY GUILD

It has all the
feel of a big book

"I think you've got a big book there"—what more exciting to a publisher than to hear that from the mouths of booksellers. That's what they're all saying about *From Day To Day*. Everyone who has read this moving tale of a famous author's love for three women has echoed our enthusiasm, the enthusiasm of John Galsworthy, of the entire English press, and of The Literary Guild editors. We're backing it to the limit with our largest advertising campaign on any novel this Spring. It's sure to be a sensation not only on account of its warm and human story, but because, for the first time in over a century, an author has discovered a new way of telling a story. Prepare for another Viking best-seller. Wire your orders collect immediately.

From Day To Day

by FERDYNAND GOETEL

Introduction by JOHN GALSWORTHY

COMING MAY 1. \$2.50

18 E. 48th St.

THE VIKING PRESS

New York



\$100⁰⁰ WORTH OF INFORMATION FOR \$1⁰⁰

?

Are all babies
blue-eyed at
birth?

(See page 118)

?

Can a man be
arrested for
swearing?

(See page 136)

?

How long did
it take Noah
to build the
Ark?

(See page 420)

?

Why is Mars
Red?

(See page 63)

?

What is the
Origin of
Kissing?

(See page 137)

?

What
Ori
KisANSWERS
TO
QUESTIONS
BY
FREDERIC J. HASKINA CROSS-SECTION
OF HUMAN
CURIOSITY
AND GENERAL
KNOWLEDGE**ANSWERS TO
QUESTIONS**
BY **FREDERIC J. HASKIN**
Author of "The American Government"

Author of "The American Government"

THIS BOOK
CONTAINS THE
ANSWERS TO
5000 QUESTIONS
ABOUT WHICH
EVERYONE
IS CURIOUSDo tall office
buildings sway
when the wind
blows?

(See page 99)

How old is
Jackie Coogan?

(See page 325)

?

What flowers
should an old-
fashioned gar-
den contain?

(See page 357)

?

the same
guage?

(See page 400)

?

Where was
golf first
played?

(See page 435)

?

How can a to-
bacco pipe be
sweetened?

(See page 461)

?

Why are knick-
erbockers
called "plus
fours"?

(See page 506)

?

GROSSET & DUNLAP, Publishers, NEW YORK

INSIDE MARKET TIP:***Buy this riotous book and watch******your******stock******go******down.***

A new panic is coming

Not since the days of *The Varmint* and *The Prodigious Hickey* has such an ingratiating young puppy rollicked through the humor-laden pages of a book. Bob Scott, Freshman, is out to do or die for dear old Higgins (you know Higgins—the college that buys such good football teams). He will do anything and everything for the Alma Mater—except study, since, in his own words, “Studies are not every thing.” Max McConn, Dean of Lehigh University, has examined the genus Freshman for many years. He has made Bob Scott’s diary of his co-educational misadventures a classic of ungrammatical humor.

Coming May 1st.

Illustrated by HERB ROTH.

\$2.00



STUDIES ARE NOT EVERY THING

The Diary of a Freshman**BY MAX McCONN**

18 East 48th Street THE VIKING PRESS New York City

TWILIGHT MEN

By ANDRE TELLIER

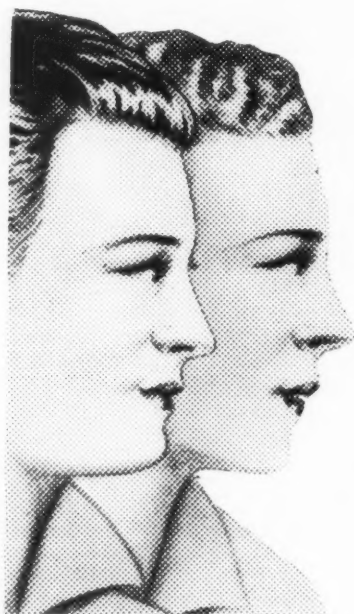
"A sure best seller"
—*The Mirror*.

"Should go big"
—*Variety*.

"It will have a wide sale"
N. Y. World-Telegram.

"A faithful portrayal"
San Francisco Chronicle.

"Handled with skill"
—*Boston Globe*.



AMERICAN NEWS RATING

The News Company in its Bulletin to dealers gives *Twilight Men* the rating of a b o.

a=essential to circulating library

b=very good seller

o=doubtful for small public libraries

A BEST SELLER

1st Large Printing—February 23rd
2nd Large Printing—February 28th
3rd Large Printing—March 10th
4th Large Printing—March 28th
5th Large Printing—April 3rd

Our tremendous advertising campaign on this title has just been extended to run through April, May and June.

It's easy to sell TWILIGHT MEN because every class of person wants to read this unusual novel that has been hailed as "an exquisite handling of a delicate subject." And for your circulating library, you will find it a perfect item.

GREENBERG

160 Fifth Avenue



PUBLISHER

New York



The Authoritative Guide
to the Real New York

ALL ABOUT NEW YORK

An Intimate Guide by
RIAN JAMES

Heigh Ho!

but never, never Ho Hum!

• Why in the name of Beelzebub and Baedeker, should guide books be dull? Can't a guide be gay but not gawky—both accurate and swank—complete and yet comely?

• Such is *All About NEW YORK: An Intimate Guide*, by RIAN JAMES (whose *DINING IN NEW YORK* is now in its 3rd Revised Edition).

• Here is the ace of guidebooks—giving every conceivable bit of information one might ever want—from museums to restaurants, from the things one should do to the things one shouldn't—with maps (Street Guide, Theatre and Automobile), over thirty decorations by JAY, and a *nashural* foreword by OGDEN NASH.

• Here is a book for every native son (or daughter) and visitor.

• With colored endsheets—and other gay trappings. App. 300pp.

Published April 22nd \$2.50

[How is your stock on
Dining in New York?]

A **JOHN DAY** Intimate Guide

On April 29th we are publishing
—sales possibilities UNLIMITED

THIS MAN'S WAR

The Day by Day Record of An American Private Of The War

By CHARLES F. MINDR

306 Machine Gun Battalion, 77th Division

These few extracts will give you a glimpse of its tremendous, HUMAN quality:

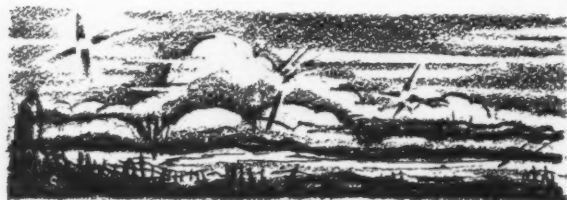
"They saw many ambulances going back and forth behind the German lines. We were complimented for our good work. I smiled to myself, being complimented for being murderers."

"We had steak and carrots today, how they ever got steak for soldiers is a mystery, that's food for officers only, they must have made a mistake."

"The places all have a sickening smell about them. Either it is the gas or the strange smell of the dead. It seemed to be in the very atmosphere. We were all getting weaker and weaker as we had nothing to eat but we didn't mind, so long as we kept marching away from the front."

"This morning when daylight came, we peeked up the hillside and saw six Germans lying dead which our gun snuffed out last night. We all felt pretty bad about it today."

"Some of the fellows get down on the knees now and pray. The funny part is that the ones that are praying are the fellows who were always so tough and foul-mouthed back in Camp Upton."



APRIL 29th — \$2.00

National publicity and advertising
Wire for stock and posters

April 29, two days following publication of General Pershing's Memoirs, this book will be released to the press and public. It's a PLUS SALE for every Pershing customer.

* * *

It is hard to indicate in cold type the enthusiasm we feel for THIS MAN'S WAR—or the extraordinary way it came to be accepted. We feel this: once in a lifetime a book comes along (it just "wandered in" on us) which for its truth, its compelling reality, its revelation of the soul of the ordinary man, makes carefully prepared "literature" seem false and insipid. This is such a book. It was written by a plain man. But there were 2,000,000 more of him, who went to France in 1918. Some of them came back.

* * *

The author of THIS MAN'S WAR is no literary artist. He's just one of the boys who did a big job in France. For that very reason, and because people who read Pershing will want to have the picture filled out and completed by the enlisted man's side, the sales possibilities of this book are UNLIMITED.

April 11, 1931

1883

g human document—
INTED!

WAR

O The Western Front

NDR

n of
ill be
LUS
"Some of the men grumble because we don't get a daily issue of rum, like the British Tommies. The French soldiers get wine with their rations; but the Americans get water with chlorine in it."

husi-
r the
We
long
or its
n of
care-
d in-
by a
re of
ne of
"They'll build statues of the Generals who are always back in headquarters, their names will go down in history."

"I like to see these tough guys whimpering like babies as soon as the Germans start throwing shells across."

"Funny but ever since I was drafted into the army I never have had any use whatsoever for Sergeants and now I am an acting one and before long will be a full fledged one after acting it for awhile. Well, I am going to be a different kind of a sergeant than the dirty punks that I ran into."



The PEVENSEY PRESS

598 MADISON AVENUE, NEW YORK CITY

TITLE

THE RISE OF THE GOLDBERGS

AUTHOR

GERTRUDE BERG

INTRODUCTION BY

EDDIE CANTOR

PUBLICATION

APRIL 18TH

PRICE

ONLY — \$1.00 — FOR CLOTH BOUND, OVERSIZE 12MO,
256 PAGES, ILLUSTRATED—JACKET IN COLORS

MR. BOOKSELLER:

Every Saturday night at 7:30 P.M. Eastern Standard Time, the National Broadcasting Company, sends Mollie Goldberg, with her family, into the homes and hearts of the radio fans.

The result is that thousands of fans are asking for "Mollie's" story, and telling N. B. C. that this is the most humane sketch ever presented over the radio.

Well Mr. Bookseller, here's her story, take advantage of it, display it, and cash in on the sales. Get busy, ask for display matter and photographs.

STATIONS

WJZ New York, N. Y.

WHAM . . . Rochester, N. Y.

KWK St. Louis, Mo.

WREN . . . Kansas City, Mo.

WIBO . . . Chicago, Ill.

WSB Atlanta, Ga.

WJDX . . . Jackson, Miss.

WSMB . . . New Orleans, La.

WAPI . . . Birmingham, Ala.

COMMENT (*We quote only one of many*)

New York Times—

This sketch is already recognized as one of radio's hits. The applause of its audience mounts steadily every month.

PUBLISHER

BARSE & CO.—Newark, N. J. : : New York, N. Y.

*The booksellers all over the country
who sold **EX-MISTRESS** and
NIGHT NURSE by the thousands
will be glad to learn that their author,
DORA MACY, is really GRACE PERKINS,
whose book **Personal Maid**
is just published*

A new jacket is being sent you.

A new poster is being prepared.

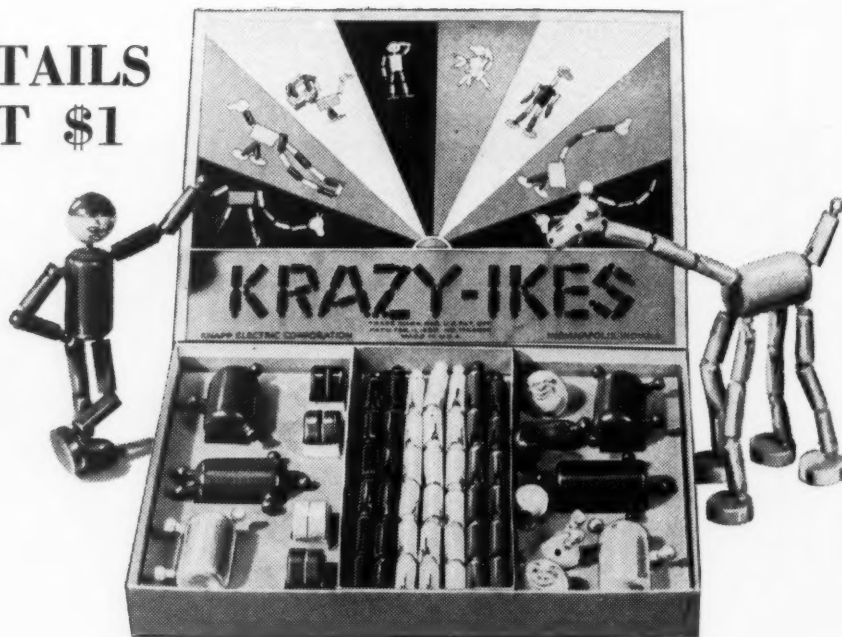
**A big advertising campaign on
PERSONAL MAID starts at once.**

How is your stock?

\$2.00

COVICI-FRIEDE • Publishers • New York

**RETAILS
AT \$1**



STILL A BEST SELLER!

WHAT!—A toy a best seller for bookstores! But this is no ordinary toy. It is Krazy-Ikes, the "1000 in 1" Builder Toy. A *proven* fast moving item in stores all over the country. Here's what some retailers have done with Krazy-Ikes: One leading Chicago bookstore sold over 24 dozen in one month. Another store sold over 48 dozen in a little over a month. In New York, one store reports sales of over 10 dozen a week and another sold 12 dozen in two weeks. All of these sales were obtained merely from a window display and without any special sales effort.

Krazy-Ikes sells *big*—on sight—every month in the year. There's *profit* in it. And it brings in customers to buy your other merchandise. Grown-ups, as well as youngsters, find this a fascinating toy. Let it boost your 1931 sales. It retails for a dollar, leaving you a nice profit. Window display is furnished free. Write for full details today. Also a sample set. Use coupon below. Be sure to give your jobber's name.

WHAT IT IS

Krazy-Ikes is the "1000 in 1" Builder Toy. The pieces of wood, colored in red, blue and yellow, push together and pull apart, making hundreds of funny things, all different and all from one set.

KRAZY-IKES

TRADE MARK REG. U.S. PAT. OFF.

A KNAPP TOY

KNAPP ELECTRIC
(Div. of P. R. Mallory
& Co., Inc.), 3029 East
Washington St., Indian-
apolis, Ind.

Eastern Sales Office:
6 E. 45th St., New York
Pacific Coast Rep.:
A. H. Holterman,
905 Mission St., San
Francisco

KNAPP ELECTRIC (Div. of P. R. Mallory & Co., Inc.)
Dept. PW-4, 3029 East Washington St., Indianapolis, Ind.

Gentlemen:

Please send me full details on Krazy-Ikes and a sample set.

Name

Store

Address City.....

My jobber is

THE ONLY BACKGAMMON BOOK WITH THE NEW 1931 LAWS

Enter—

★ MR. BACKGAMMON

Sell COMPLETE BACKGAMMON on these points. If you know the game, you know what an advantage they represent.

Charts of chances and odds in unusual situations.

Correct opening moves.

Responses to opponent's openings.

When to double or accept doubles.

When to leave or hit blots.

When and how to play a running game.

How to play the back game.

How to build and use a side prime.



himself

If anybody is responsible for the great backgammon outbreak, it is Walter L. Richard. He rejuvenated this ancient pastime by making luck a matter of skill, science and exact knowledge of odds and chances. He is the teacher of the teachers, mentor of Eastern, Pacific Coast and Paris society, and was the prime mover in the New York inter-club meet which fostered so much interest in the game. Now he has put the Richard knowledge into a book, which automatically makes it *the* book on backgammon. It attends thoroughly to the needs of the beginner, and more important, recognizes and fills the needs of the advanced player.



WHAT AUTHORS
OF OTHER BACKGAMMON BOOKS SAY OF
WALTER L. RICHARD

Harold Thorne: "To get his counsel is to be advised by the deepest student the game has known."

Georges Mabardi: "He has mastered the exact chances and odds in situations usually only estimated."

Lelia Hattersley: "With him intuition is set aside in favor of precise knowledge."

Complete Backgammon

by WALTER L. RICHARD

Edited by *Shepard Barclay*

Publication May 2 — PRICE \$2.00

COSMOPOLITAN BOOK CORPORATION, 572 Madison Ave., N.Y.

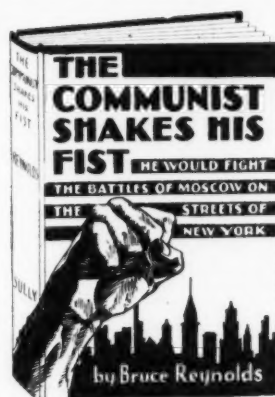
An Entirely NEW Angle on Russia

"Russia — in the United States"

Senators, Congressmen, great Industrialists, professional men, and plain citizens the Nation over, gasp and marvel at this startling, sensational expose of Communism as it is actually preached and agitated today, within the United States. Read this book—

"THE COMMUNIST SHAKES HIS FIST"

"He Would Fight the Battles of Moscow on the Streets of New York"
by BRUCE REYNOLDS



The author tears off the mask; shows Communism as it functions both in Russia and in America. Bruce Reynolds went about Moscow and Leningrad, shoulder to shoulder with the Bolsheviks, themselves. You will marvel that such conditions could exist in Free America—that the Soviet Government would pull down the Stars and Stripes and run up the red flag of Russia in its place. Facts—Figures—Documents—Affidavits that are astounding . . . an extraordinary scoop!

Cloth, 468 pages \$2.50 Ready April 25th

GEORGE SULLY & CO., Publishers

114 East 25th Street

New York City

BREATH-TAKING

OF IMMENSE IMPORTANCE

Now.. by Culbertson himself

A Handy, Authoritative,
and Complete Summary of
Culbertson's Brilliantly Suc-
cessful and Tremendously
Popular System



Pocket Size

Ready for Instant Reference!

Culbertson's Summary Contract Bridge at a Glance

By ELY CULBERTSON

*Today's American and International Champion Bridge Player
and World's Greatest Card Authority*

CULBERTSON'S SUMMARY is the work of Ely Culbertson, author of "Contract Bridge Blue Book", today's sensational best seller. CULBERTSON'S SUMMARY contains a brilliant arrangement of the principal points of the famous Culbertson Forcing System of Contract—all at a glance. Everything is compact, concise, marvelously simple, visibly indexed and attractively bound. Important facts and figures are printed in large type. Pocket size.

◆ DOLLAR FACTS ◆

27,485 copies of "Culbertson's Summary" sold in four days after the first announcement is made.

"Contract Bridge Blue Book," leading all non-fiction best seller lists for the last three months, has passed the first 100,000 copies.

A contract has just been signed with the North American Newspaper Alliance for a daily Bridge Article by Ely Culbertson in the leading newspapers of the country.

This week's *Saturday Evening Post* (April 4th issue) features Ely Culbertson in an article on Championship Bridge.

Leading newspapers have just run a cartoon by Webster featuring the Culbertson System of Contract Bridge.

The San Francisco *Call-Bulletin*, Atlanta *Georgian* and other important papers have recently printed editorials on the vivid personality of Culbertson.

*It is an Indispensable Companion
to "Contract Bridge Blue Book".
One Book Will Sell the Other!*

Bridge players need both CULBERTSON'S SUMMARY and *Contract Bridge Blue Book*, and will buy both books at one time if they have not either. Be prepared to fill the demand for both books. You will miss many sales every day you are "out" of either.

Order CULBERTSON'S SUMMARY now from your jobber or direct. . . . \$1.00 per copy.

Publication Date—April 30th.

THE BRIDGE WORLD, Inc., Publishers
45 West 45th Street, New York, N. Y.

**SUPPLY YOUR****OWN ADJECTIVES**

**William Seabrook's
JUNGLE WAYS**

**The Autobiography of
LINCOLN STEFFENS**

**Katherine Mayo's
VOLUME TWO**
By the author of MOTHER INDIA

**Nardelli and Livingston's
GABRIEL THE ARCHANGEL**

**Neil M. Gunn's
MORNING TIDE**

**Boyden and Warren's
POCKET CONTRACT BRIDGE**
(The Culbertson Forcing System)

**Dorothy Canfield's
THE DEEPENING STREAM**

**E. H. Young's
MISS MOLE**

HARCOURT, BRACE**AND COMPANY**

The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, APRIL 11, 1931

Throw Away Those Crutches

William Howell Wells

Production Manager of the Charles H. Denhard Company, Book Advertising

DOLLAR for dollar book advertising probably brings greater returns than any other kind of advertising. This is a fact which is overlooked by many of the advertising experts in other fields who like to knock it, as well as by a surprisingly large number of publishers who regard it as a necessary evil to be got over as hastily and cheaply as possible. The majority of publishers believe as a matter of course that a large advertisement is *per se* better than a small one. And few indeed are those who do not believe that a large space filled with critics' encomiums is the highest and most laudable advertisement a book can receive.

Bunk! For years the critics have been telling the public that Zane Grey writes tripe—but the public reads him. For years the critics have been exhorting the public to sit down with a volume of Robert Lynd's essays—but they won't. Why? Chiefly because people don't read books under orders but under persuasion. Every critic in the country could call Warwick Deeping's "The Bridge of Desire" old stuff without hurting its sale. And if, in their reviews, they told the plot of the story they would increase its sales in spite of themselves.

William Lyon Phelps is a critic who

makes book sales. Consequently publishers are willing to barter their souls for a few crumbs of his praise for any book. Plenty of money is spent to spread these crumbs before the public gaze, with very little effect. Why? Because Phelps makes book

sales not by saying this book is "fascinating" and that one shows "a high degree of excellence," but by talking or writing about the books he likes in such a way that he makes people want to read them.

Give the Critics a Rest

Publishers' wishes notwithstanding, the critic's job is not to sell books, but to review them. When a reviewer really wants to persuade his public to read a book he has one, or two, or more columns and several thousands words to do it in. Ten to one, if the review is a good one, the very words of praise the publisher extracts to use in his advertising were the least of the things that made readers want to buy the book.

Furthermore, the adjectives that can be used to praise books are limited in number. They appear so often that, taken out of their context, they have ceased to have much effect. And to cap it all there is hardly a book of which some critic somewhere does not speak in superlatives; with the consequence that good books, bad books,

***R**ECENTLY Mr. Wells spoke to the Publishers' Ad Club on ways of putting more power into book advertising and getting more sales out of it. In this article he restates a portion of what he said there, with some additions, in a way that should interest booksellers as well as publishers.*

and indifferent books are all presented with equally loud and monotonous yells.

George Washington Hill was probably one of the most lavish buyers of testimonials for Lucky Strikes. He got all the biggest names, and had them say the most extravagant things about his cigarettes. But the business of the American Tobacco Company did not jump one hundred percent until he stopped printing what other people said and came out himself with "Reach for a Lucky Instead of a Sweet" and "Watch that Shadow."

It is not that books cannot be sold by using "quotes"; rather, that they can be sold with far greater power and effectiveness by the use of advertising that requires more than a pair of scissors and a pot of paste.

A Selling Idea

What eight out of every ten book advertisements now lack is a "selling idea." No other business will run an advertisement till it has a selling idea. But publishers are prone to buy empty space at so much a line and fill it with whatever comes handy—which is generally the title, the author, and a few assorted quotes.

The critics are crutches on which publishers go limping along because it's easier than stepping out on their own unsteady feet. But if they threw those crutches away, or reduced them to the proportions of a small swagger stick, they would learn to walk because they had to. The need for selling ideas would become obvious; and time and imagination would be spent in working them out. The campaign on Fannie Hurst's "Back Street" had one. "The Lives of a Bengal Lancer" started with one, lapsed into stereotyped quotes, and pulled itself out again splendidly. The advertising on "The Bridge of Desire" has never used a quote since it began. And all this advertising has sold books. It looks as though the advertising on "Men of Art" were going to do the same.

Tell the Secret

One step above quotes come generalities. There are a number of reasons why publishers tend to advertise books with generalities. None of these reasons is very good. The real reason is that it is easier. This is particularly true of fiction. It is difficult to write specifically about a fine novel without making it sound either melo-

dramatic or forbidding. But it can be done.

The simple paragraph that appeared in the first advertisement of "The Case of Sergeant Grischa" still sticks in my mind as one of the finest examples of facing this difficulty and overcoming it. It made me read the book. I did not have to wait for the reviewers, or for my friends to recommend it. I knew I wanted it. Why? Because the advertisement gave me a hint of a theme, a character, and a situation that were intensely interesting. Only a hint. But I can well believe that hours were spent in thinking about that paragraph and writing it.

Yet the same publisher in advertising "The Great Meadow" failed to give that hint. Not until I happened recently to read an advertisement of the motion picture did I come upon the dramatic, human situation that made me wish I had read the story.

The publishers of "Millie" hit upon an excellent advertising line: "the right girl who met the wrong men." There they stopped. The motion picture people saw that as only one of a dozen angles on the story, every one of them as effective. Their extraordinarily good advertising has certainly helped to put "Millie" near the top of the 75c. fiction. But the same advertising could have been done by the publisher (not in space but in spirit) while the book was still in the \$2.00 class.

Some publishers advance the theory that by refusing to tell in advertisements anything about the contents of their books they arouse the reader's *curiosity*, and that he will go out and buy a book to satisfy it. If books sold for fifteen cents apiece they might be right. But for most people two to five dollars is too high a price to pay for a dip into the grab bag. Real interest is necessary.

Too often a publisher is so sure of a large sale for a book on the strength of the author's name and past books that he does not bother to tell the public what it contains. A full page advertisement on "The Scarab Murder Case" failed entirely to reach those who had never read Van Dine, or who had grown a little tired of him, by omitting even an attempt to interest the reader in that particular story.

If it had not been for the reviewers,

and for the people who read the book and talked about it, most of the public would still think that "The Story of San Michele" was a travel book by a doctor who had done good work on Mont Saint Michel. Because the book sold the publisher saw no reason to question his advertising policy; and not until very recently did he publish an advertisement that told enough about the book to persuade even someone who had never heard of it before to read it.

Word of Mouth

Every bookseller and publisher will agree that nothing sells books like word of mouth advertising. Publishers long for it, hope for it, pray for it, in fact do almost anything except start it. Yet the very same publisher says, "If I tell people too much about the book in my advertising they won't need to read it." He yearns for full page reviews; he dreams of readers who will tell their friends about it; and then he talks of telling "too much" about a 300 page book in two or three paragraphs of copy.

The power of publishers' advertising to start word of mouth advertising is amazing. The publishers who take advantage of it are as scarce as millionaire booksellers. Three advertisements that did do the trick are the initial advertisements on "Trader Horn," "The Cradle of the Deep" and "Ultima Thule." They first set people to talking about a bearded old gridiron peddler who had written a book; the second about a girl's astounding nautical career; the third about a strange looking woman who wrote under a man's name, and whose greatness had come to light after twenty years.

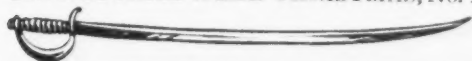
The public did not have to wait to read those books before they began to talk about them. They started talking right away. And they talked themselves and a few hundred thousand others into buying.

Such advertising is not easy to do. It requires originality, enthusiasm, and selling ability. But it pays.

Book Clerks Free!

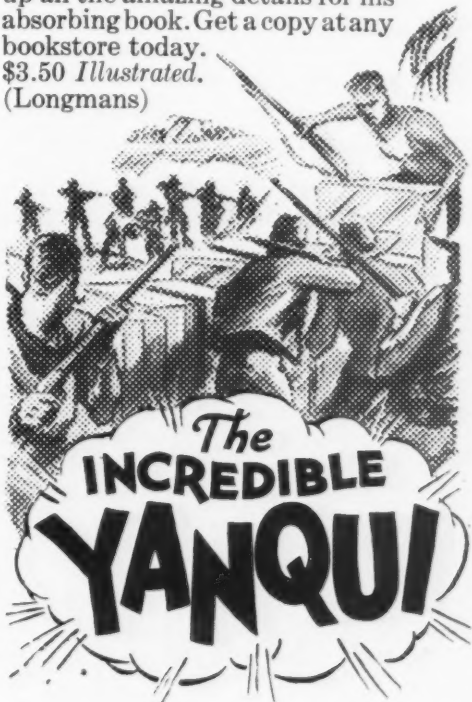
Booksellers, cheer up! Book advertising is a great deal better than one might judge from reading this article. And it is growing rapidly in effectiveness. Every week the newspapers and book reviews are carrying more and more good book adver-

TRUE STORIES of LEE CHRISTMAS, No. 1



A Hot Time on a Cold Fort

... In the red hot locomotive of a Honduras banana train *Lee Christmas* sat and swore. Revolutionists commanded him to chauffeur them out to battle. "All right," said *Christmas*, "Give me a gun so I can kill a few while they're plugging at me." They built a fort out of 200 pound ice blocks, but *Christmas* jumped over the ice; and when the smoke cleared thirteen generals kissed him. 14 years later he was practically running Honduras. HERMANN B. DEUTSCH has dug up all the amazing details for his absorbing book. Get a copy at any bookstore today. \$3.50 Illustrated. (Longmans)



People remember what they make an effort to read. This advertisement, built on the news story plan, small as it is, will stick harder than a title-author-quote advertisement many times its size and boldness

tisements. These advertisements send customers into your shop to buy.

But are you using these advertisements yourself? If you are not you can. A good advertisement is good no matter where it happens to be read. A book advertisement that is seen for the first time *in your shop* by one of your customers, is even more apt to sell him the book than if he had read it at home in the columns of his paper.

A few bookstores have bulletin boards on which are pinned the best advertisements as they appear. These attract interest; they help sales. But there is a better way; a way by which publishers' advertisements can make sales right in your own store—make sales while your book clerks are busy attending to something else. And in addition they can make sales to that host of customers—the despair of all booksellers—who do not wish to be disturbed, let alone sold, as they wander about the store.

The method is, briefly, to tear the best book advertisements out of the papers and put them where everyone who comes into your bookshop will see them. Put them preferably not on a bulletin board, nor in the window (except in the case of large

postery advertisements), but on the counters with the books themselves.

*Pasted on cards, standing with the books they are intended to sell, these advertisements can not only act as silent salesmen, but can often do a selling job where your clerks cannot. Try it out. Properly handled it will add to the interest and variety of your book tables. It can make them *sell* books as well as display them.

Moreover, if publishers found that their advertisements were being used in this way they would spend considerably greater effort to develop their advertising from more or less conventional announcements into vital selling forces. The crutches would go out the window and book advertising would begin to show the power of which it is really capable.

** In the near future we are publishing an article by Mr. Wells in which he explains in detail, with sketches, the technique of this new method of selling through advertisements in bookstores. The article will be entitled AD-VISORS.*

Our Leading Citizens—What They Read

AGAIN and again we in the booktrade tell ourselves that the thing that sells books is word-of-mouth recommendation. People buy what other people are talking about, the books suggested by their friends and associates. The bookseller standing near his piles of new books passes on to one customer the comments that he has heard just before from another, and sometimes, when it is both courteous and effective, mentioning the name of the person who has spoken in praise of the book. When lecturers visit towns and make comments on books, the bookseller passes this news along. Ministers give their opinions of books either in the pulpit or by word of mouth, and this comment, too, is passed along to others and is appreciated by them. The bookstore's customers seize upon these recommendations, because they know the people who are making them and can evaluate them.

In the Baltimore *Evening Sun* the Lit-

erary Editor, F. F. Beirne, has discovered a way to broadcast these local opinions, and is thus stimulating the reading interest of the *Sun's* constituency and stirring up the local consciousness that Baltimore is a literary and reading center. Mr. Beirne's plan has been to enlist the interest of leading citizens of Maryland and more especially Baltimore by asking them what new books they are trying out and what old favorites they are rereading or reading for the first time. To get these lists the *Sun* has turned to men of all types, those in public life and professional life, and among those who have so far responded are:

Hon. Albert C. Ritchie, Governor of Maryland.

Hon. William Cabell Bruce, former United States Senator.

Hon. Millard E. Tydings, United States Senator.

Hon. J. Charles Linthicum, Member of Congress

Col. John Philip Hill, former Member of Congress.

Daniel Willard, President of the Baltimore and Ohio Railroad.

Lucius S. Storrs, President of the United Railways and Electric Company.

Lizette Woodworth Reese, poet and author.

Dr. Joseph S. Ames, President of Johns Hopkins University.

Dr. Hugh H. Young, Professor at Johns Hopkins University.

Rabbi Edward L. Israel, Har Sinai Synagogue.

Rev. Dr. Harris E. Kirk, Pastor of Franklin Street Presbyterian Church.

Such a list indicates that Mr. Beirne has been successful in interesting for his purposes people whose opinions will be watched for with great interest.

Governor Ritchie's report says he is not reading new books. He had turned to Featherstonhaugh's translation of Cicero's "Republic." Former Senator Bruce keeps a fine assortment of current and old books around him, and his list is here reprinted. Senator Tydings was busy with "The Story of San Michele." Congressman Linthicum had a half dozen of the best books on current events and biography—Beard's "American Leviathan," De Kruif's "Microbe Hunters," Mark Sullivan's "Pre-War America" and biographies of "Napoleon," "Bismarck," "Andrew Johnson" and "Andrew Jackson." Colonel Hill was equally busy, but had added fiction to his list, having gone back to read "Elmer Gantry," and he was not averse to bringing up some old favorites, including Stevens' "With Kitchener to Khartoum" and Bryce's "The American Commonwealth." Mr. Willard shows a catholicity of interest with Jeans' "The Mysterious Universe" and Churchill's "A Roving Commission" among the new books and "Two Years Before the Mast," "Ivanhoe," and "The Last of the Barons" among the revivals. Lizette Reese had turned to George Herbert's "The Temple," a book that many can turn back to with rare pleasure, and she was also reading "Witches Still Live" by Kenyon, and other books. The President of Johns Hopkins very naturally turned to science for his reading with a book of Sir James Jeans, "The Mysterious Universe," Abraham Flexner's "Universi-

WHAT BOOKS DO OUTSTANDING MEN AND WOMEN READ?

THE EVENING SUN is asking a few leaders of the community to tell what new books they have tried and what old favorites they are rereading or reading for the first time

TODAY'S CONTRIBUTOR

Hon. William Cabell Bruce,

Former U. S. Senator from Maryland

New Books—"The Adams Family," by James Truslow Adams; "Roosevelt, the Story of a Friendship," by Owen Wister; "William Howard Taft," by Herbert S. Duffy; "An Aide-de-Camp of Lee," edited by Maj.-Gen. Sir Frederick Maurice; "In the Picturesque Shenandoah Valley," by Armistead C. Gordon; "The Roanoke Stud," by Fairfax Harrison; "The Virginia Plutarch," by Dr. Philip Alexander Bruce; "Dr. Serocold, a Page From His Day Book," by Helen Ashton.

Old Books—The Bible, the "Poems of Ralph Waldo Emerson," "The Book of Gems," containing selections from the British poets from Chaucer to Bayly.

WHAT BOOKS DO OUTSTANDING MEN AND WOMEN READ?

THE EVENING SUN is asking a few leaders of the community to tell what new books they have tried and what old favorites they are rereading or reading for the first time

TODAY'S CONTRIBUTOR

Rev. Dr. Harris E. Kirk

Pastor of Franklin Street Presbyterian Church

New Books—"The Mysterious Universe," by Sir James Jeans; "A Roving Commission," by Winston Churchill; "The Letters of Henry Adams," "The Adams Family," by James Truslow Adams; "The Philosophy of a Good Life," by Bishop Gore.

Old Books—Charles Dickens' "Pickwick Papers," Walter Scott's "Ivanhoe," James Howell's "Familiar Letters," the Venerable Bede's "History of the Church of England," Fontelle's "The Plurality of Worlds."

WHAT BOOKS DO OUTSTANDING MEN AND WOMEN READ?

THE EVENING SUN is asking a few leaders of the community to tell what new books they have tried and what old favorites they are rereading or reading for the first time

TODAY'S CONTRIBUTOR

Lucius S. Storrs

President, United Railways & Electric Company

New Books—"Woolsey," by Hilaire Belloc; "The Forsyte Saga," by John Galsworthy; "Death Comes for the Archbishop," by Willa Cather, and the mystery stories of Edgar Wallace and S. S. Van Dine.

Old Books—"The Wandering Jew," by Eugene Sue; "The Waverley Novels of Sir Walter Scott," "The Three Musketeers," by Alexandre Dumas; "Les Misérables," by Victor Hugo, and "The Virginian," by Owen Wister.

ties," Wells' "The Science of Life," and the novels of William J. Locke.

There is not a book in the lists that does not immediately suggest to the *Sun's* readers some title to start in on, and the combination of current books and staple books gives two ways to look for the next volumes to add to one's own shelf.

One of the advantageous features of this plan for book publicity is that local people are being quoted, and it seems certain that booksellers in other cities, cooperating with libraries and newspapers, could easily arrange for the printing of such lists in their cities and that the contributors would take a real pleasure in cooperating.

Help! Help!

Shop Assistance From Both Sides of the Proprietor's Desk

Katharine Lord

The Little Book House at Nantucket

PART II

IT is not infrequently charged against the shop owner who has the very personal kind of business, that he does not want or encourage initiative, that his mind is closed to new ideas. The less experienced helper must remember that ideas are not necessarily good merely because new. And also that the employer who must pay the bills whatever the result, has a necessarily different viewpoint, and that he who pays the piper must be allowed to call the tune.

The small bookshop is usually a strongly personalized one and this element is a distinct business asset. The employer will best serve his own interests as well as those of the employee by apprehending and helping rather than by antagonizing this atmosphere. Whatever makes for success is to his benefit as well as that of his employer.

Still another rock on which employer and employee have often split is the matter of private lives, the former sometimes claiming that his young clerks have no interest in anything but their "dates" and love affairs, while the same young things protest that the old man wants a robot, not a human being. This would seem to be a matter of the proper separation of the working day and the recreational hours. The good worker in any line does not allow his personal affairs to come openly into his working hours, and banishes them as far as possible from his thoughts. Con-

centration on one thing at a time is not only a means to that desirable end—success in business—but should prove beneficial to the other side as well. One returns to the problems of the private life with fresher faculties because of forgetting them during business hours.

Is it too much to ask the employer to guide his less experienced employee a bit in this way? You can keep him supplied with interesting tasks that employ his best faculties, at the same time that you show friendly interest in his affairs, and it will benefit both you and him.

A problem of the small bookshop that is closely connected with the question of help is that of bookkeeping and of records. Experts tell us that the simpler the bookkeeping, the better, so long as it covers every transaction.

In the small organization, the owner should if possible keep himself in active touch with the bookkeeping by doing some part of it, however small, himself. Not only is it to his interest to know that end of his business, but he can better appreciate the employee's difficulties, how long it takes to do the work, and how to make results easily accessible.

A consensus of small shop owners seems to establish that a daybook, the simplest type of ledger, and cards or looseleaf books for customers' and publishers' accounts are all that are necessary. My own

system consists of just these essentials. Sales are recorded on double slips with carbon copy, posted into a day book each evening, with the duplicate put aside for stock checking. The simple ledger account is posted up once a week. My stock records are all kept by number, instead of title, which seems to me a fool proof method!

The stock is recorded on small filing cards, each title having a card to itself on which the numbers are checked off each day, by the method made famous by the little-niggers-sitting-on-the-fence. The card, carrying title, price and publisher becomes a valuable record whether the book is in stock or out.

Thus:

Moby Dick \$3.50. Dodd
5/15 10 9 8 7

tells me that 10 copies were received on the 15th of June and that 7 remain. It tells me a number of other things as well—how fast or how slowly the book has gone. And not infrequently I make special notes on the back of the card. When it becomes desirable to reorder I do not spend time hunting up the publisher, or if for a special order, the price.

When an item is out of stock the cards are shifted into another box, where they remain until reordered, or if demand does not justify that, they form a useful handy reference list for occasional special orders. Cards of no further use are destroyed.

Of course this system means that all sales must be checked off the cards each day, but the small amount of time consumed in this task is well worth while in view of the time saved in other ways. And a perfect stockroom check is maintained by comparing the cards of the books sold each day with the shelves. If the card calls for 7 and only 6 are in view, it is a safe guess that one copy is misplaced. Before this system was perfected, we often missed a sale on an item because the final copy couldn't be found at the time it was wanted.

In my own shop the assistant's first task of the day is a general tidying of the shelves and tables. No other class of merchandise is handled so freely by all comers, as are books in shops large and

small. The small shopkeeper especially must develop a sharp eye to trace the misplaced book. It seems a mania with some customers to take down a dozen books, carefully putting each one in a different place! Personally I encourage my customers to leave the books they have looked over on a handy table dedicated to that use, rather than to replace them on the shelves. It saves labor in the end.

Since there is perhaps more to be learned from success than from failure, it may prove useful to us to analyze the composite portraits of successful employer and the ideal employee that have emerged from the discussions with various examples of each class.

The good employer in the small bookshop is the one who has thought out his position carefully, chosen his employee with his particular needs definitely in mind, and planned the division of labor to the best advantage. He has clearly in mind what he wants from an employee, but also *what he may reasonably expect*. He will not look for the impossible. The proprietor with a real love of his work, will want to make as many contacts with customers as his time will allow, and to that end he will need to be relieved of the more mechanical parts of the bookshop routine. In discussing the matter with small shop owners, I found that the most successful had budgeted their time carefully. One man's system was so good that I reproduce it here. He had only a single assistant, with occasional extra help at seasons of special stress.

"I plan to be at the disposal of my customers from about eleven to one fifteen, and from two thirty or three to closing time" he said. "My assistant opens the shop at nine, replaces and arranges the stock, works at checking up the stock records, making note for me of items that are running low, or any other matters that need my attention. During these early hours there are comparatively few customers, and for the occasional ones who need my personal attention I can be called, or receive them in my office. Meantime, I am attending to the part of the bookkeeping and clerical work that I reserve for myself. I find that I best keep the run of my business by personally checking up the daybook each morning, balancing the cash

and making out cheques. In this morning session I open the mail, sorting it into the proper baskets for attention by myself or my assistant, write the orders, or list them to be written out by the assistant, attend to any odd correspondence and usually have two or three special customers for private interviews. These are likely to be the rare book customers and collectors who want special attention. Many of my regular customers—business men mostly—have the habit of dropping in before or after lunch, an hour of the day when the casual customer is less likely to be about. At eleven I go into the shop and my assistant has an hour or more before her lunch hour to unpack the parcel post, list and mark new stock. At one fifteen she returns, and I have my lunch—and sometimes a fifteen minute breather after it, before I again “take the shop” while the assistant goes at the serious business of the bookkeeping and other routine matters in her charge, besides being on call for service in the shop when it becomes necessary.”

This routine, he added, had seemed to work along pretty well, with just the necessary flexibility that any schedule must have. But now he came to the really important matters, which as usually is true, seemed to be the small things.

“I have always made it a matter of conscience” he said, “to give my assistant fifteen or twenty minutes of instruction each day. Sometimes I note points I want to emphasize, and always I plan my little lesson in advance. The beginning of the day is the best time for these informal study periods, and the day’s new books, some incident of yesterday, some new arrangement furnishes the text—perhaps better called the pretext.

“The day is young, we are both fresh, and I believe my assistants have enjoyed our morning shop talks as well as benefited by them. They are not monologues either, for I encourage my assistants to ask questions and I firmly believe that many a point that might have caused friction is cleared in this way.”

How sound this owner’s practice proved, is shown by the fact that he had no complaints to make of lack of interest on the part of employees, and his helpers had no howls about his taking all knowledge for granted. A spirit of cooperation, of com-

munity interest, went a long way to smooth over the rough spots that most working days are bound to have.

Another employer who has made an outstanding success, though he has had an abnormal sensitiveness to fight, makes a strong point of liking between employer and employee.

“Every other consideration apart” he said “I won’t engage a helper I don’t like. To be associated day in and day out with a person unpleasing to me would be a most nerve racking experience. And I believe the same to be true on the other side. I don’t know whether the employed person can always afford to choose” he added, “but personally I would advise him to seek further rather than accept work with a person who rubs him the wrong way.”

And what of the ideal employee—for they do exist. He or she is, first of all, interested in his work. He has that rather mysterious love of the task and for his medium, without which no worker can be a good one.

There is the justifiable pride of skill and of accomplishment which inspires every successful human being. He wants to learn, he struggles to improve. The employee whose price is above rubies, though his wage only a few paltry dollars, is also fair to his employer. He keeps in mind that the boss is the boss, not by virtue of a stroke of luck, but probably because of business ability, originality, initiative, “stick-to-itiveness,” courage and power of hard work. He reminds himself that his employer, having risked his capital and taken responsibility for the enterprise, has the right to shape it to his liking in general, and in detail. The clever employee accepts gracefully even the whims (if so they appear to him) of his employer, and on the selfish side, he remembers that his employer’s best interests are in the long run his own.

Between these two—the good employer and his ideal helper there need be for a successful relationship, one general rule—that one called the golden; on both sides consideration, helpfulness, fairness, respect; utterly barred out, jealousy, deceit, unkindness. If to these conditions are added mutual liking and a common tendency to see the fun in things, a pleasant and profitable association is assured.

What's Important?

Ellis W. Meyers

Executive Secretary of the A. B. A.

IN order that the Philadelphia convention may intelligently discuss the various topics of interest to the booksellers of the country, we are publishing this ballot for the purpose of obtaining the necessary information. We ask that all booksellers and publishers, whether they are attending the Eastern convention or not, mark the subjects listed in the order in

which each bookseller or publisher believes they are deserving of attention. There are a number of vacant spaces for the insertion of other items which may occur to some as being important.

We would appreciate having these ballots sent to the Executive Office, 35 East 20th Street, New York City, as soon as possible.

- | | |
|---|---|
| <input type="checkbox"/> Accounting Set-ups for the Bookstore | <input type="checkbox"/> Merchandising of Stock Items |
| <input type="checkbox"/> Booksellers' Display Advertising | <input type="checkbox"/> Price Cutting |
| <input type="checkbox"/> Booksellers' Mail-order Advertising | <input type="checkbox"/> Proportionate Costs of Various Items of Overhead |
| <input type="checkbox"/> Breaking of Publication Dates | <input type="checkbox"/> Publishers' Direct Solicitation |
| <input type="checkbox"/> Catalogs and Mailing Pieces | <input type="checkbox"/> Radio Advertising |
| <input type="checkbox"/> Consignment and Protected Purchasing | <input type="checkbox"/> |
| <input type="checkbox"/> Coupon Advertising | <input type="checkbox"/> |
| <input type="checkbox"/> Merchandising of New Fiction | <input type="checkbox"/> |
| <input type="checkbox"/> Merchandising of Reprints | <input type="checkbox"/> |

Comment

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

Published by the R. R. BOWKER Co.
62 West 45th Street, New York City

R. R. BOWKER, President and Treasurer
62 West 45th Street

FREDERIC MELCHER, Vice President
62 West 45th Street

JOHN A. HOLDEN, Secretary
62 West 45th Street

Subscription, United States \$5; Foreign \$6; 15 cents
a copy

April 11, 1931

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Who Will Take the Lead?

A WELL known department manager said to us the other day, "We have a fine class of customers in this store, but I do not think they take the lead in making book sales. A great majority come to our counters inclined to buy what they think other people are buying or reading. Very often I find some novel that I am sure has quality and believe that we can place among our customers in a fair quantity, but each sale of that kind takes special sales argument, and often the people to whom we show the books turn of their own volition to the pile of books of which they have already heard."

The situation in this store is common, and it is a situation that puts upon publishers their chief difficulty. A publisher must raise above the common level, so that people will talk about them, books that he believes have quality, character and sales possibilities. Sometimes this comes about because the author gradually builds his reputation and the author's name rather than the title of the book catches customers' attention; sometimes it is news interest that makes a book talked about; sometimes the author gets in print; sometimes good reviews and favorable comment lift the book

out of the rut; but it is inevitable that this struggle should go on, and there is no unfailing answer to this difficulty in publishing.

Of course, the problem is not solely that of book publishing. It is true of launching magazines or singers, real estate developments, or summer resorts. There is only room for a few things at the top. But, because it is a common problem, it is no less an interesting problem, and booksellers, more than others, have the power of creating public opinion through their own recommendations, thus adding to the effect of promotion, advertising and reviewing. If all books were great literature and could bide their time until they were recognized, this problem might not be so urgent, but the use of print is not restricted and cannot be restricted to the production and preservation of great literature. Books are also for current interest and current diversion, and it is in reaching out for this type of sale that the problem of getting attention becomes most acute.

It has been many times suggested that there should be a Secretary of Education in the American Cabinet, but, so far, this department has not been created. This has been often objected to on the ground that it would interfere with state progress or that it would tend too much to standardize education in different parts of the country, but it does not seem clear that encouragement of educational facilities must necessarily mean standardization, and it is to be hoped that some time this fundamental interest of the American people will be thus recognized in its organized form.

Sinclair Lewis

JUST as Sinclair Lewis was sailing for America after his triumphant visit to Stockholm to receive the Nobel Prize, the word traveled rapidly around the book-trade that this creator of best sellers was going to change his publisher. No announcement of this kind could perhaps be more unexpected, as a sequence of five best sellers with the Harcourt imprint connected the names of author and publisher very closely. The office of Harcourt, Brace & Co. confirmed the report without offering an explanation, and by the time Mr. Lewis arrived other publishers were busy with their offers. In this case, as Lewis'

present publisher had definitely announced himself as out of the picture, the competition was between new firms. The publishing world seethed with rumors. A dozen houses, at least, were known to have made offers, visits were made to Westport where Lewis had retired. A number of firms were considered to have very good chances.

Bidding for an author can be on varying grounds. It may be on the ground of royalty per cent. It is more likely to be on the amount of advance royalty and on the amount of advertising guaranteed. Advance royalty means that the author has the money in hand before the book is published instead of six months after and that if sales should fall below the expected amount it is the publisher and not the author who is the loser. Advertising guarantees have a double advantage to the author. They mean powerful backing to his book, and they also mean aid to him in popularizing his name, so that the serial rights, movie rights, second serial rights and all other income may be proportionately enhanced. These gains are therefore more to the advantage of the author than to the publisher who makes the guarantee.

If rumors were true, guarantees of as high as \$25,000 advertising appropriation on the next book were held out. This would be the equivalent of 25c a copy on 100,000 copies if that many could be sold, and \$25,000 will buy a lot of advertising space. The publishers bidding for this opportunity of issuing Lewis's next novel were probably well aware that the Lewis books had not failed to have excellent handling in the past. In fact, the story of the Harcourt promotion since the first Lewis hit, "Main Street," has been looked upon as one of the outstanding examples of finely conceived and well-executed book publishing. But publishers also know that there is only one Lewis and that the authors who can command news column attention with every new book are very hard to find.

Doubleday has been the successful bidder, Doubleday whose Conrad, or Tarkington campaigns are as well known to the trade and the public as was the Lewis campaign of Harcourt. The publishing world, while realizing perhaps better than the outside world can how great are the stakes, wish them luck in the venture.

For Lewis here is big money for a book not yet written. He has the rare gifts of a real writer and an insight into American life that has been granted to but few. His public has probably paid him a hundred thousand dollars for a novel. His has been one of the largest literary incomes in the country. He now sets a faster pace.

Collecting American Literature

THE rare book trade seems to be quite generally agreed that no class of book collecting has been so steadily sustained during the hard winter as that of American literature in all its branches, early records, rare travel books, local history, novels, poetry, humor, etc. There are many interesting catalogs that come to our desk from booksellers over the country indicating how carefully the field is being winnowed and how much new material is being brought to the top by collectors' interest. How sound and continued may be this interest is suggested by a foreword that Professor Kenneth B. Murdock of Harvard has written for a current catalog of Goodspeed's Book Shop. In his closing paragraph discussing American literature, Mr. Murdock says:

"The collector of American literature is fortunate. He is not limited to what have come to be the standard items of 'Americana.' He may have the joy of hunting rarities, like the first edition of 'The Scarlet Letter'; he may taste fully the fun of finding a good 'association item'; he may now and then revel in the complexities of bibliographical 'points' in this copy or that; but he is most fortunate of all in that he may read and enjoy what he collects. Oddities, bad novels, and weak verse abound and offer him much that may amuse; there are more enduring things to give him the thrill of a real literary experience; and, if he must be serious, there is, wherever he turns, the reward of learning much that he could not in any other way. America lives in her books and has done so for generations. The oldest of them express much by which she still lives. Her books, therefore, never go quite out of date. Good, bad, and indifferent, they have life, and it is life in books which turns travel among them into a sojourn in realms of gold."

Small Bookshop Management

Franklin M. Watts

CHAPTER XXII

Some Fine Points in Bookshop Management

EVERY art and every business has fundamentals and finer subtleties. The book business is no exception. This chapter will deal with a few of the fine points. They are in no sense substitutes for any of the principles and practices that have been emphasized before. They are offered as suggestions for developing better bookshop management.

Push Year-Round Sellers

During the holiday season there is no difficulty in making sales. Business comes easy to all bookshops then. Skilled management and the proper promotion can not only bring the holiday business to a large total but also can be helpful in developing the year-round business. There are a number of types of books that enjoy a ready sale only at Christmas time. If a shop pushes these at Christmas time sales are made. But what good does that do the shop during the rest of the year? Customers won't come back for that kind of book during the year, so all of this sales effort has been wasted as far as spring and summer business is concerned.

On the other hand if the regular year-round titles and editions are pushed at the holiday season, there can be a capitalization of the Christmas business during the entire year.

This is especially noticeable in the sale of juveniles which is so largely a Christmas business. It is doubtful whether it pays to stock many titles or editions that will not enjoy a year-round sale. If there are any left over, it means that there will be a cost of 10% to carry them to the next holiday season. Many shops have been able to develop a steady year-round business in the better juveniles; in that case juveniles are not a problem for them. But when this is not the case, it is doubtful if an em-

phasis on higher priced juveniles only at Christmas time is a paying business.

Art books and deluxe editions of adult books are in much the same situation as the higher priced juveniles in any shop that does not have or cannot develop a business in this class of books the rest of the year. If people want to pay more for a gift than the prices of books you carry year round, sell books in pairs or sets. This will answer the demand. Many publishers recognize this tendency and have boxed titles containing two or three related books. The *Modern Library* has a number of boxed sets of their books which would not otherwise be used so extensively as Christmas presents.

On Determining the Probable Sale of Books at Christmas

Every year some book comes out in September, or before, and shows a sale that will last through the Christmas season. Every year both the publisher and the retailers are caught short on the title. What can be done about it? Here is my rule that has worked satisfactorily. Over a term of years the sales for September, October, November, and December should be averaged. Let us take the following figures as examples. December's total sales will equal 100 and the others will be in proportion to December as:

December	100
November	30
October	23
September	20

In other words September's business averages 20% of December's, October's 23%, November's 30%. Every store will have its own ratio. A title comes out in July and sells well. It is a book that will make a good Christmas gift. During September the shop sells 10 copies. In Oc-

tober 15 copies are sold. What is the expected sale in November and December? The above chart would indicate that a purchase of 100 would be conservative. 75 would be absolutely safe and would have to be watched for a reorder in December.

By not realizing the relationship between the December business and October's the orders for fast selling items will always be too conservative. The rule also works another way. Let us suppose that for some reason, good or bad, a title sells 10 copies in September and 7 in October and 100 are on hand the first of November. It takes no statistician to state that something would have to be done right away about those hundred copies or a nice pile will be left after Christmas.

This ratio chart is especially valuable in ordering reprints and juveniles. If the reorders on these are too far delayed because the bookseller can't decide on the size of his order they either can't be obtained because of the time needed for shipment by freight or because the publisher is caught short.

Sales Quotient

A shop will soon discover that it has an outlet for a rather definite ratio of the books printed in different fields. For example the shop may find that of any title that sells 100,000 it sells about 50, or 1 to every two thousand. In another classification the ratio may run 1 to every 1,000 or 500 or 5,000. Whatever it is the ratio will be surprisingly constant through the years. What is the value of knowing these ratios? It is helpful to know whether or not the sales in the shop are either running ahead or behind the proportion it has worked out for itself. (Shops in New York and vicinity will probably derive no benefit from a study of ratios.)

If a title that has not received special promotion has sold much faster than the national ratio figure, then it may pay to watch the reorders carefully. This is especially true if the book has slid down the best seller list. On the other hand if we find that a title has not reached the right sale for the shop and it is rising on the best seller list—there is no particular rea-

son for conservatism and it may indicate that it is a title that can be easily promoted. Unless a book has a particular local appeal or is especially suited for shop promotion (because of its subject matter) it does not pay to place much energy behind any title that is not going over in the country. In other words as I have previously mentioned—always play the winners.

Saturation Points

Shops in small communities especially will have to watch the saturation points for certain types of books. It may be that there are only 12 customers for a certain class of books, or 25. Even if the first copies sell fast, reordering might be dangerous. The flash demand for books is one of the greatest problems of all shop owners. When is the demand steady and when is it just a flash? It takes intuition to discern the difference. A book by a well-known author will enjoy a flash demand no matter how poor. If the customers who generally like his books report that they think it is unsatisfactory, it should be watched very carefully. No book ever reached the top of the best seller lists without being genuinely liked by a large proportion of the readers. Ballyhoo may sell a book at first, but it won't keep it selling. As important as reorders are to the progress of the business, often a reorder will be a complete flop although the first order sold quickly.

Profit Possibilities in Neglected Lines

There are sales possibilities in small neglected lines. Take nature books as an example—most shops carry a few and do little with them. In every city one shop could develop a large business in this type of literature including gardening books. While a major specialty could not be made of them it would be good plus-business. Other possibilities are cook books, books on interior decoration, books on the care of children and child psychology, poetry, foreign language books, and so on. It would be unwise to try to develop these minor specialties at the outset, but when the initial growth of the shop has been reached it is well to develop some one line.

This chapter brings to a close Mr. Watts' series of discussions on the points involved in "Small Bookshop Management." The series began on April 26, 1930

In and Out of the Corner Office



Frank C. Dodd

AT the April meeting of the Board of Directors of Dodd, Mead & Co., Edward H. Dodd who has been connected with the business since 1893 and president since the death of his father, Frank H. Dodd in 1916, became Chairman of the Board and Frank C. Dodd, his cousin, and late vice-president of the firm, became president. Arthur M. Chase continues as treasurer; and Howard C. Lewis, secretary. Frank Courtenay Dodd was born in Winnebago, Minnesota, in 1875, son of Ira Seymour Dodd. Graduating from Yonkers High School, he attended Yale University class of '97. Entering the business founded by his grandfather and directed by his uncle, Frank H. Dodd, he took the books on the road for sales experience and assisted in the editorial work and since 1916 has been a director of the corporation. He is also a director of Blue Ribbon Books. He was for three years Secretary of the National Association of Book Publishers and its third President, serving for the two years 1927 and 1928. Mr. Dodd is also a

director of F. S. Crofts & Company, textbook publishers. ❀ ❀ ❀

Leslie McLean, New York salesman of Coward-McCann, was married March 8th to Mildred Foley of New York. He is the younger brother of Charles McLean of Pettibone-McLean, Dayton. Before coming to New York two years ago he worked with his brother in Dayton and also at Stewart-Kidd in Cincinnati. ❀ ❀ ❀

Mrs. J. B. Lippincott, wife of the well known Philadelphia publisher, received an honorary degree of Bachelor of Arts from the University of Pennsylvania on Friday, March 27th. ❀ ❀ ❀

John Macrae, Jr., gave a luncheon recently, at the Brevoort, to introduce Henry Charlton Beck, author of "Murder in the News Room." ❀ ❀ ❀

On Sunday, March 22nd, a sportsmen's breakfast was given by Harry Worcester Smith at his home in Aiken, S. C., in honor of Eugene V. Connett of the Derrydale Press, who was referred to in the invitation as "a publisher with a most enviable record of books on sport." Among those present were Thomas Hitchcock, David Gray, Henry W. Bull, Augustus F. Goodwin, Col. Robert R. McCormick, J. M. Schiff, George Meade, the famous gentlemen riders "Pete" Bostwick and Rigan McKinney and many other nationally known sportsmen. On the following day a tea was given at Woolworth House at which the books and prints of the Derrydale Press were exhibited. Among those who poured were Mrs. Thomas Hitchcock, Mrs. Price McKinney, and Mrs. Owen Toland. ❀ ❀ ❀

A cheerful letter from Grace Thompson Huffard in the Methodist Hospital, Indianapolis, reports that she hopes to be out and about in a few weeks. ❀ ❀ ❀

Wallis Howe, Jr., formerly with the *Atlantic Monthly* has joined the staff of the *New York Evening Post* as Book Advertising Manager. ❀ ❀ ❀

The *Junior Red Cross Journal* with its 180,000 circulation is to add book reviews to its departments next fall, according to

a letter from its editor, Ellen McBryde Brown. ❀ ❀ ❀

L. Allen of 76 South Elliott Place, Brooklyn, has been ordering books from University Presses but then moved about leaving a vacant lot address. ❀ ❀ ❀

Albert R. Crone of the R. R. Bowker Co., left for California Tuesday. He is

the official A. B. A. delegate to the Western Convention. ❀ ❀ ❀

On May first, the firm of Horace Livewright, Inc., will fold up its brownstone tent at 61 West 48th Street and steal away, not very far, to the Bond Building, 29 West 47th Street, where it will occupy the seventh and eighth floors.

Chicago Booktrade News

Milton Fairman

I NTERESTING comment on the cultural history of this city was an announcement of Jan. 31, 1840, bidding all "to a concert in the Saloon for the benefit of the poor." The item was among those sold at April 1 session of the Chicago Book & Art Auctions, Inc., whose sales are attracting the attention of collectors throughout the country.

The Metcalf Stationery Company has taken a five year lease on the store at 153 East Walton Place in the Palmolive Building. Alterations are progressing rapidly, and the Company, whose main shop is at 6 North Michigan Avenue, hopes to open the north side branch shortly.

The Rev. Philip Yarrow, our leading crusader, directed raids on the stores of Oscar Schulz, 1128 South Michigan Avenue, and Sam Blender, 1055 West Madison Street, seizing 22,000 books and pictures which he alleges are salacious.

"Steps in the Dark," a popular survey of recent scientific research, by Milton S. Mayer, erudite sports writer, and John P. Howe, publicity man for the University of Chicago, is announced for early publication by Thomas Rockwell Company of Chicago.... Professor Samuel N. Harper's long-awaited "Making Bolsheviks" has at last appeared under the imprint of the University of Chicago Press.

Dr. Harper had tea with Grand Duchess Marie during her Chicago visit, and reminded her that he had been a guest at her wedding.... Her Royal Highness was entertained at a luncheon by the Cordon

Club, and autographed copies of "The Education of a Princess" at the Walden Book Shop and at Marshall Field & Company.

Alexander Greene, whose bookshop in the Tower Building is the Mecca of the Celtic-minded in literature, has announced his willingness to take along one young man or a party of three when he makes his next visit to the British Isles. Friend of many of the great among Irish writers, Mr. Greene is host to practically all who visit Chicago. Clara Laughlin, author of "So You're Going To—" series, is making all arrangements for Mr. Greene's literary tour.

Photographs of ladies who kill and of Ione Quinby, who has done nothing worse than write "Murder for Love," proved an interesting exhibit to the thousands of commuters who daily pass Fred Harvey's bookshop in the Union Station. Many suburbanites, recognizing Author Quinby as the little girl who takes the 8:15 from Western Springs, bought the book.... A philatelic display at Carson, Pirie & Scott's book department proved a drawing card for so many stamp collectors from 7 to 70 that a corner devoted to philately may be a regular feature of the department.

John Drury, author of "Chicago in Seven Days," has been rushing the manuscript of a new book to his publishers by air mail, chapter by chapter. The new Drury book is all about dining in Chicago.... Clifford Raymond writes again about Chicago in "Our Very Best People," just published by Bobbs-Merrill.

In the Bookmarket

COLETTE and Erich Maria Remarque have both signed up with the *Cosmopolitan Book Corporation*. A new Colette novel will come out in the fall, and Remarque, after a short vacation, will start work on his next and third novel.



A. Riposte, author of "Gin and Bitters," *Farrar & Rinehart*, is Elinor Mordaunt.



The Book-of-the-Month Club has made a dual May selection. "The Square Circle" by Denis Mackail and "The Story of the Five-Year Plan: New Russia's Primer" by M. Ilin, two *Houghton Mifflin* books, are being offered to members of this club for the combined price of \$3.00. The retail price for the novel is \$2.50; for the other, \$1.75.



John Masfield is in Istanbul and will visit Angora to deliver a lecture on English poetry. Said Masfield tactfully to the Turkish press, "Mustapha Kemal is a greater man than Mussolini."



Admiral Byrd on April 1st in London won the Patron's Medal of the Royal Geographical Society. The Founders' Medal of the society goes this year to Bertram Thomas, young Englishman, who is the first white man to cross Ruba-el-Khali Desert in Southern Arabia.



Putnam's and *Blue Ribbon Books* have joined forces to market the two Byrd books, "Little America" and "Skyward." The two volumes, one the regular trade edition, the other a reprint, have been boxed in grey with a yellow and red label. Retail price, \$6. Orders are being taken by either publisher.



The New York Theatre Guild has secured the American rights to Emil Ludwig's play "Versailles."

George Seldes, brother of Gilbert Seldes, newspaper reporter extraordinaire, wrote the sensational "You Can't Print That" which appeared in 1929. On April 17th



appears his "Can These Things Be!" from *Brewer, Warren and Putnam*. The book treats of Fascist terrorism and censorship in Italy.



It was Tiberius, the Roman Emperor, and not Dr. Axel Munthe, who first made Capri fashionable. "The Reign of Tiberius" by F. B. Marsh is published by *Oxford*. It is a sequel to "The Founding of the Roman Empire" (*Oxford*, 1927).



"The Bridge of Desire," Warwick Deeping's latest novel, from *McBride*, was originally called "Unrest," a dozen years ago in England.



You don't have to read Marx any longer to understand Communism. Ethan Colton's "The X Y Z of Communism" is a *Macmillan* publication.



Shirland Quin, author of "Dark Heritage," *Little, Brown*, is really Mrs. D'Arcy Northwood.



The author Olympian of the month is Dr. Daniel Carson Goodman, author of "Sad Sad Lovers," because he gave a luncheon for his publisher, Horace Green of *Duffield*. No critics were invited. The publisher was touched, (not in the usual way).



"Speakeasy Girl" by Bobbie Meredith will be published by *Covici, Friede* on May 15th. The manuscript was received too late to be included in the Spring Catalog.



William Ralph Inge, St. Paul's gloomy Dean, has written an "Anthology of the Bible" which *Longmans, Green* will publish probably next September.

Says George Russell (AE) of "The Doom of Conaire Mor" by W. E. Walsh, "It is one of the best retellings of ancient Irish saga. . . ." *Louis Carrier & Alan Isles, Inc.*, publishes the book.



In Denver has been established a publishing house which will issue books of historical value on the early West. It is called *The Old West Publishing Company* with offices at 3331 E. 14th Avenue. The first book to be issued will be "Broken Hand, the Life Story of Thomas Fitzpatrick" by LeRoy R. Hafen and W J. Ghent.



Dr. Axel Munthe is working on a new book "Death and the Doctor" which *Dutton* will publish.



If the intriguing title of "Murder in a Library" attracts collectors they will wonder who allowed Mourt's "Relation" to be spelled Mount's.



Manfred Hausmann, one of the younger German writers, whose novel "Salute to Heaven" *Knopf* is publishing, has been awarded the Ralph Beaver Strassburger Foundation prize.



Carl Van Vechten has entirely recovered from his illness and is planning to sail for Europe.



Robert Frost, the poet, has been chosen president of P.E.N. upon the resignation of Will Irwin. Henry Goddard Leach is executive vice president. John Galsworthy, who is now in this country, is the founder of the P.E.N.



Konrad Bercovici, whose "That Royal Lover" will be published by *Brewer* in May, has just been elected a member of the *Academie Française de Science Internationale*.



Grace Perkins whose "Personal Maid" *Covici*, has just published, is also Dora Macy, author of "Ex-Mistress" and "Night Nurse."

William Faulkner's first novel, "Soldier's Pay" will be re-issued by *Liveright* on April 17th. Faulkner is rapidly becoming one of the most discussed of the younger novelists.



The case of "The United States of America vs. One Obscene Book Entitled 'Married Love'" was lost by the government. Judge John M. Woolsey in the Federal Court ruled Dr. Marie Stopes' book to be not only not immoral but "highly informative."



Marcel Auroseau's "Highway Into Spain," was originally a 360,000 word volume. *Alfred H. King, Inc.*, have published only the first half. The probable title of the sequel, to be published in October, is "Beyond the Pyrenees."



Recently Thomas Craven, author of "Men of Art," *Simon & Schuster*, spoke informally on the background of his book before a group of clerks in one of New York's most important bookshops. Results: the clerks themselves bought up the stock for their own personal use, twenty-five of the girls paying cash for copies and taking them home to read that night.



The Governor of New Mexico has appointed Witter Bynner to his official staff with the rating of colonel.



David Garnett's next book will be published by *Brewer*. It's called "The Grasshoppers Come" and has five designs by Ray Garnett.



"Magnificent Obsession" by Lloyd C. Douglas, published by *Willett, Clark and Colby*, is a year and a half old. This month many Middle Western bookstores list it as a best seller.



"The Rich Are Always With Us" by E. Pettit, to be issued by *Sears* on April 25th, will be priced at \$2.50 instead of \$2.00 as advertised last week.

Publishers and Department Store Men Get Together

THE growing importance of book departments in department stores and new methods of making them more profitable, was the subject of a conference under the joint auspices of the National Retail Dry Goods Association and the National Association of Book Publishers held on April 6 at the Pennsylvania Hotel.

O. H. Cheney, Director of the Economic Survey of the Book Industry, acted as chairman of the meeting, which was arranged by James L. Fri, of the Merchandise Managers' Division of the N.R.D.G.A. Mr. Cheney presented the topics for discussion, which included: The ways in which publishers can aid book departments; location of book departments; adequacy of stock; advertising value of book departments; training of personnel; display methods, and tie-ups between departments. A general program of joint research and cooperative promotion and education was adopted for detailed working out at future meetings.

Book departments not only have high advertising and prestige value for a store, but they can also be made more profitable than they are, it was agreed by both the store and the publishing representatives present. It was pointed out that increased book reading raises standards of taste and living in a community and that book-buyers represent the better levels of patronage of a store.

Department stores were warned against treating book departments as if they were step-children, and publishers were urged to recognize that the problems of department stores are different from those of specialty bookstores.

"A store-wide merchandising policy must be flexible enough to give an exceptional department like books some leeway," declared Mr. Cheney. "Books are merchandise but different merchandise. Merchandise managers and general executives should study the needs of the book department and listen a little more understandingly to the department operating head.

"Book sales could be greatly multiplied if there were a definite tie-up plan. Every department should refer to books on subjects related to its merchandise—either sell them or else display them and send customers to the book department.

"Books also refer frequently to merchandising—and these should be so displayed as to make a sales tie-up for the other departments."

Some of the important points brought out by the discussion were:

Better cooperation by department store buyers with publishers' travelers is necessary. The store representatives said that the management realizes that lack of cooperation and poor methods of confirming orders added to publishers' selling costs, and were therefore bad for the whole industry.

At present, store men said, mark-up and risks did not leave good profits in the average store. Comparisons were made between terms in the book field and other fields. Publishing pointed out the passing on of discounts to the public through price-cutting.

A better understanding of the nature of repeat orders was very important the department store men insisted. Neither publisher nor store may make a profit on small special orders, but small special orders make up 25% of the department's business and if discounts are shortened this cuts down the mark-up of the department and lessens the store's interest in it.

One buying group is working out an effective staple stock plan by which publishers print up check lists for the chain with just the titles those stores want. One publisher, Winston, has in this way doubled the volume of business done with these stores.

Publishers present argued that books are not adequately merchandised by department stores because they try to squeeze books into merchandising quotas not adapted to books.

Store men admitted that many stores

have not crowded out control methods and were spending limited budgets on wrong stock; did not have balanced stocks; had not tried to find out what the public wanted, and were not giving really good service.

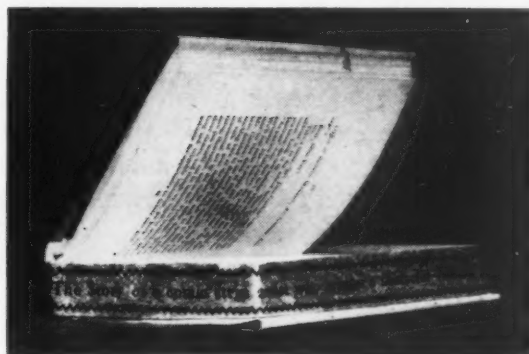
Besides Mr. Cheney and Mr. Fri, those present included Ralph C. Gensel, and Mr. Magel of Syndicate Trading Company; Howard C. Lewis, Dodd, Mead &

Co.; Daniel Longwell, Doubleday, Doran & Co.; Frederic Melcher, *Publishers' Weekly*; Pelham Barr, Economic Survey of the Book Industry; Julia Ault, Frederick Loeser & Co., Inc.; D. C. Corbin, Bloomingdale Bros.; Walter L. Boege, Miss L. Smith, and Mr. J. Kelly, Associated Merchandising Corporation, Mr. Paulson, Cavendish Trading Corporation; Frederick Atkins, Halle Bros.

Something New in Binding

THE ingenuity and persistence of a young European book designer, Ernst Reichl, now connected with the plant of H. Wolff, binders, have produced something new in book binding that may have considerable usefulness. Mr. Reichl started with the idea that there ought to be some way, besides putting the book in a box, of protecting the new book from spoilage because of soiled edges. He believed that the stained top did not wholly answer the question and that both bookseller and customer would be benefitted if all three edges could be kept clean. At the same time, it was not an easy problem to fasten a strip longitudinally around the book, one that would not have to be broken if the book was to be shown. After considerable experimentation, he has solved the problem very simply and inexpensively, and the first book bound in this form is J. P. McEvoy's "Mr. Noodle," just published by Simon & Schuster.

When the public first sees this book, it will think that the whole edge of the book has been lettered with the publisher's advertising, and yet the book can be opened up and shown to the customer without the paper breaking, and the strip comes off as easily as a cigar band. This result has been achieved by experimenting with various kinds of paper until finally Mr. Reichl found just the material required, in aluminum foil, which has been lately used for a great many packages. In order to give the volume the right backing for this use, it has been put on craft paper. The foil comes in almost every color, although the kind used on "Mr. Noodle" is silver. The advantage of foil is that, while having the characteristics of paper and being easily



The first book to be bound with protecting edge bands is J. P. McEvoy's "Mr. Noodle"

printed on, it moulds itself to the curve of the book, front and back, and thus holds itself permanently in place. The foil is printed on before it is applied to the book, and by careful planning a phrase can be put on each edge of the book, or it would be possible for the publisher to run his own monogram or publisher's mark in a permanent style. The cost of an additional feature to a book binding is, of course, a matter of importance, and the Wolff bindery states that this Edge Band can be provided with material supplied, the printing done and the band applied, for approximately a cent a copy. Against this can be credited the saving in staining the top of the book, which is commonly estimated at three eighths of a cent a copy. If the strip makes a sales appeal to the customer, this expense will be justified.

From the bookseller's point of view Mr. Reichl points out that in stacking the books for display he will get a very attractive effect from the foil as well as extra advertising along the edge.

The Book Clinic

THE Fifth Book Clinic on April 17th will be devoted to the study of special processes of reproduction. Representatives will be present to make technical explanations. No special books are selected for dissection at this Clinic. The meeting will be held as usual at the Advertising Club, 23 Park Ave. The luncheon will be at 12:00 o'clock and the Clinic will begin at 12:45.

The Fourth Book Clinic last week was crowded. Nearly sixty people came for the luncheon and for over an hour entered into the detailed discussion of the production of trade books. The Committee in charge, of which Harry L. Gage is Chairman, brought together from the editorial shelves of the *Publishers' Weekly* a collection from the current books, this time studied from the point of view of illustration.

The subjects taken up were the placing of the half-tone on the page, the placing of half-tones occurring on two facing pages, placing the picture in relation to the page margin when the illustration was not as large as the type page, the use of cropped illustrations, the bookmaker's problems when given a varied collection of charts, diagrams and pictures to insert in one book, the use of illustrators' hand-lettering in connection with illustrations without regard to its relationship to the type. Each problem brought up interested discussion from the tables, and the hour came to an end with many things still to be discussed. On many problems the Chairman asks for a consensus of opinion, so that those in attendance can estimate what is the best common practice. After the Friday meeting on the 17th, it is expected that a new series of Book Clinics will be started next fall and winter on a similar basis.

A Help to Booksellers

THERE is no field of publishing that has been more difficult for the bookseller to evaluate than that of science and the useful arts, and he now will have ready to his hand a valuable tool in the "Standard Catalog of Science and Useful Arts," which includes 1,800 annotated titles compiled by Minnie Earl Sears and published by the H. W. Wilson Company. Titles

will be found that are admirably suited for recommendation to the book buyer who wants to secure something for his reading on chemistry, nature study, home nursing, house decoration, or any one of a hundred different subjects that fall into this general classification. Books for first purchase are given a star. The annotations are full and complete, and the date and price of the book is given.

Remaindering Press Books

LAST summer seven University Presses held a Mark Down Sale of books at half-price. With only nine outlets the number of books sold proved that this service to teachers and students was appreciated. This spring eleven University Presses are announcing through the College Bookstore Association the second Mark Down Sale, to extend from May 15 to August 15. Catalogs and posters are sent free. The books advertised are first-hand stock in good condition. The books selected by booksellers are sent on a returnable basis and the discount is 25% off the reduced price. Check-lists will be ready shortly and may be obtained from Phelps Soule of the University of Pennsylvania Press.

French Book Publicity

AS a cooperative effort of publicity for books the Syndicate of Master Printers of France issued at Christmas time a large illustrated volume called "Les Livres Chez Eux Bibliothèques et Cabinets d'Amateurs." The book contains a series of articles about the famous libraries of France, including the Library of the Conservatory of Arts and Industries at Paris, the Forney Library, the Library of Avignon, the Library of Dijon, a description of the exhibit of rare books in the Municipal Library in Marseilles, the Rouen Library, etc. These articles and many others on books and the care of books are profusely illustrated and accompanied by many page samples of printing showing the typographical art of France in many phases.

Copyright in Canada

THE Canadian Authors' Association has appointed a new Committee on Copyright which will take immediate steps to

endeavor to safeguard the rights of authors and composers by supporting legislation in the next session at Ottawa. The new Canadian act is necessary to ratify Canada's membership in the Berne International Union as revised at Rome and to bring its laws in harmony with that agreement. The members of the Committee are B. K. Sandwell, Chairman; Lawrence J. Burpee, John M. Elson, Louvigny de Montigny, and the four national officers of the Association.

Communications

W. H. APPLETON

D. Appleton & Company,
March 24, 1931.

Editor, *Publishers' Weekly*:

I notice in your editorial headed "The Putnam Sorrow," in the March 21st issue of the *Publishers' Weekly*, you state that there are no longer associated with D. Appleton and Company members of the Appleton family. May I point out the fact that W. H. Appleton is a member of the Board of Directors of D. Appleton and Company?

Very truly yours,

E. L. SMITH.

RE: CENSORSHIP

American Civil Liberties Union,
100 Fifth Avenue,
New York City,
March 20, 1931.

Editor, *Publishers' Weekly*:

To Publishers

In The United States.

Gentlemen:

We are organizing a drive against the evils and absurdities of legal censorship. Will you be kind enough to give us such information as you can on the following points:

1. Have you had any direct experience with the machinery of censorship? To what extent?

2. Have any extra-legal censorship agencies succeeded in interfering with your business to the extent of influencing your policy? Who are they? Who is behind them?

3. Will you refer us to the main facts of outstanding cases during the past few years so that we may cite them intelligently

in a pamphlet we are preparing on the subject?

4. Have you a list of books or periodicals which have been suppressed or acted against?

If you desire any of this information to be treated as confidential, we will be glad to honor your wishes.

Very truly yours,

ROGER N. BALDWIN,

Director.

"COLOPHON" CONTRIBUTORS

Stephen Daye Press,
Brattleboro, Vt.

Editor, *Publishers' Weekly*:

Mr. Molloy in the February 28th issue speaks of Carolyn Wells as being a member and the only woman member of the editorial board of "The Colophon." Evidently he has not looked at the list of members or he would have known that Belle da Costa Greene of the Morgan Library and Ruth Grannis of the Grolier Club Library are both contributing editors to "The Colophon."

But, unless Mrs. Wells has been appointed to the board in the last few days, she is not, to my best knowledge a member of the board. She has, I believe contributed two articles, one at least, but is in no way officially connected with the magazine.

I hope you will make this correction which is not being offered as any disparagement to Carolyn Wells, a valued contributor, but in fairness to Miss Greene and Miss Grannis.

With best wishes, I am,

sincerely,

VREST ORTON.

Obituary Notes

WALTER RAYMOND

WALTER RAYMOND, English novelist, died in Southampton on April 2nd at the age of 79. Many of his books dealt with the life of Somersetshire folk and had a wide reading in the United States. His earlier books appeared under the pseudonym of Tom Cobbleigh. Among the titles were "Love and Quiet Life," "Fortune's Darling" and "Verity Thurston." Mr. Raymond also wrote "The Book of Simple Delights" and "The Book of Crafts and Character."

KATHARINE TYNAN

KATHARINE TYNAN, Irish poet and novelist, died in London on April 2nd after a brief illness. While she wrote a number of novels under her maiden name (she was Mrs. Katharine Tynan Hinkson) many of which attained wide popularity, she will probably be better remembered for her poems, one or two of which are to be found in almost any anthology of English verse. Katharine Tynan held a definite place in the so-called Irish literary revival at the close of the last century. Herbert S. Gorman has said of her, "She is one of the lesser figures of the Irish Renaissance, a thin, cool voice like the faraway whistle of a blackbird." The poet was born in 1861 and was educated at the Dominican Convent of St. Catherine of Siena at Drogheda, Ireland. After her marriage, in 1893, she resided in London. Among her volumes of verse are "Shamrocks," "Ballads and Lyrics," "Cuckoo Songs" and "The Wind of the Trees." Among the novels are "A Cluster of Nuts," "The Handsome Brandons" and "Freda." Macmillan recently published a volume of her selected poems.

FRED MARDEN AMBROSE

FRED MARDEN AMBROSE, for many years a member of the firm of Ginn and Company, textbook publishers, died at his home at So. Byfield, Mass., on April 3. He was 73 years old. Mr. Ambrose was a native of New Hampshire and a graduate of Dartmouth College. After some teaching experience, he began his publishing activities with the Boston office of Ginn and Company, later becoming associated with the New York office. His home for over twenty years was in Park Hill, Yonkers. Mr. Ambrose was a Mason, a member of the Sons of the Revolution and of the National Republican Club. He was a trustee of Dummer Academy, So. Byfield, and maintained an active interest in educational matters until his death. Surviving are four daughters, two sons, and thirteen grandchildren.

JOHN G. MILLAIS

JOHN G. MILLAIS, hunter, naturalist and landscape gardener died on March 26th at Horsham in Sussex. He was the fourth son of Sir John E. Millais, the painter, whose biography he published in 1899.

JAMES HOSMER PENNIMAN

DR. JAMES HOSMER PENNIMAN, author and educator, died in Philadelphia on April 5th of a heart attack. He was seventy years old. After his graduation from Yale in 1884, he entered the field of education and headed the lower division of the DeLancey School. He founded the Penniman Memorial Library of Education at Yale. The library now numbers more than 80,000 volumes. He also founded the Maria Hosmer Penniman Memorial Library of Education at the University of Pennsylvania, and the Penniman Memorial Library of Education at Brown. In 1913 he retired to devote the remainder of his time to a study of the life of George Washington, about whom he was regarded as the greatest living authority. He was the author of "Books and How to Make the Most of Them," "George Washington as Commander-in-Chief," "George Washington as Man of Letters," "George Washington at Mount Vernon," "Our Debt to France," "What Lafayette Did For America" and "Philadelphia in the Early Eighteen Hundreds." He also wrote many articles and a number of textbooks, among which is "Common Words Difficult to Spell."

Business Notes

CUMBERLAND, MD.—John A. Fulton & Co., 37 Baltimore St. was sold on January 1st to Frank H. Barley. Business to continue under firm name of Frank H. Barley & Co.

FREDERICKSBURG, VA.—The business of Scott & Carmichael, 824 Main St., is now conducted under the manager's name, Charles A. Carmichael.

HONOLULU, T. H.—The Bookshelf, 76 Young Hotel Arcade. A. H. Larned, manager, calls attention of American publishers to his correct address, where he has been located for four years, and asks to have mailings to 73 S. King St., his former address, discontinued.

MANCHESTER, VT.—Kamber Rental Library, has gone out of business.

NEWPORT, R. I.—Blue Shop, 160 Bellevue Ave., has been purchased by Edith R. Nason. New name, The Bersel Shop.

NEW YORK, N. Y.—Book Shelf, 109 E. 110th St. has gone out of business.

Staple Stock

A Monthly Department

The Nature Books of Frank M. Chapman

AT the present moment he sits among the tangled trees and vines of a tropic islet, taking notes on parrots, toucans, and trogons. He is Dr. Frank M. Chapman, the foremost ornithological authority in America. His first important nature book was published by Appleton in 1895. This was the "Handbook of Birds of Eastern North America," a volume which, through numerous revisions and editions, has been one of the most popular staple books on the market for thirty years and more. Since 1895, Dr. Chapman has written other books, such as "Bird Life," "Our Winter Birds," and the widely known "What Bird Is That?," each of which has met with high success. And in testimony of their perpetual and perennial appeal, from many stores has come the report that while sales naturally mount during early spring when the interest in migrating birds is at its height, Dr. Chapman's books maintain a most substantial market the whole year round. Because of this, the handbooks represent the highest type of staple stock.

The Chapman books have appealed to a market that has been fully developed only in the last decade. It is a fact that from the time his work began, Dr. Chapman both as ornithologist and as writer, has understood this market, has seen the need for science books suitable to the popular taste. Especially as a writer, he has been a pioneer in the field of popular science. Not long ago, you will no doubt remember, the word "ornithology" suggested something as stuffy and inanimate as the groups of quail or ducks, which, in wooden frames and mounted under bulging, oval glass, adorned more than one roccoco hall-



Frank M. Chapman at work on the Island of Barro Colorado, Gotun Lake

way. Now one seldom speaks of ornithology, but of bird-study and bird-lore. People, even in a metropolis like New York, can be seen wandering about in the morning through public parks gazing sharply into trees and shrubs. The American now knows his birds just as the Englishman knows his flowers. Dr. Frank M. Chapman has played an important part in all of this. In 1928, for example, when he received one of the Roosevelt medals, he was credited with having had "more influence than any other man in America in making ornithology a popular subject, which has entered into schools and homes and has become a part of the education of countless men, women and children."

In the American Museum of Natural History, New York, where for so many years he has been the Curator of Birds, Dr. Chapman's work has gone forward

side by side with the writing of his many books. The value of these books has been much enhanced on this account, for in successive revised editions, there have been incorporated the most recent advances in the field of ornithology. Each book reflects the energetic, constant, and significant research conducted under the roof or under the auspices of one of the greatest museums in the world. They are eminently authoritative books. And due to the conscientious revisions of the author, their texts are always up to the minute.

To illustrate how Dr. Chapman's museum work and writings develop hand in hand, consider this one case in point. The idea of applying the principles of store window displays to museum exhibits was originated by Dr. Chapman. For many years he has maintained in the American Museum a collection of birds found near New York City. Unlike most museum displays, which once arranged are arranged forever, the exhibit is changed on the first of each and every month to show the latest fashions in the city's bird life. When the birds arrive during their migrations they are added to this quick-change collection which might almost be labeled "The Birds of the Month." And as an outgrowth of this exhibit and its unique methods of arrangement, the author wrote "What Bird Is That?" In this volume, the birds are

arranged exactly as in the museum cases, in order of their seasonal occurrence.

An English scientist once remarked after viewing the bird groups in the American Museum, "How theatric!" Theatric perhaps. But if this be theatric, one might be tempted to reply, "Why, make the most of it." For with a bold inventiveness in the organization of whatever materials he has had in hand, Dr. Chapman has injected life into a once dead subject.

"My Tropical Air Castle," Dr. Chapman's latest book, contains rare and exciting photographs, as does also the author's "Camp and Cruises of an Ornithologist." Other Chapman books have been strikingly illustrated by such artists as Ernest Thompson Seton, Edmund J. Sawyer, and Louis Agassiz Fuertes. Photographs, black and whites, or color plates—these always are the best obtainable. And by them the author's undeviating purpose, manifest in text, charts, and general arrangement, to present bird-life simply and truthfully, and at the same time interestingly, is fully carried out.

Through every month of the year, but particularly at this time of the year, the Chapman books stand forth as leaders among staple titles. From 1895 to 1931 they have been the most reliable of sellers. Meanwhile, the work of Frank M. Chapman continues.

Jules Verne's Novels Form a Shelf of Staples

"THE novels of Jules Verne are dreams come true, dreams of submarines, aeroplanes, television; they look forward, not backward. Therefore they are still the books of youth." With this comment the "Encyclopaedia Britannica" concludes its article on the famous French novelist. Almost every morning's newspaper confirms the "dreams come true" with accounts of preparations for Sir Hubert Wilkins' submarine polar expedition, or television experiments, and the shelf of Verne staples in any bookstore is eloquent testimony of living popularity. Marshall Lyautey once said that for the last twenty years, and it is probably thirty

years by now, "the advance of the peoples is merely living the novels of Jules Verne." A few years ago, when the globe was first circled by air, hundreds of news releases recalled Verne's romance of 1872, "Around the World in Eighty Days," to announce triumphantly that, at last, science has surpassed the author's imagination. Dr. Eismann's rocket researches, which he says will lead to a Moon rocket within a quarter of a century, follow with amazing faithfulness the plan outlined in "From the Earth to the Moon" which appeared in 1865. And so it has been since the first Verne success, "Five Weeks in a Balloon," appeared in Hetzel's *Magazin d' Educa-*

tion in 1862. Every year for the next twenty years Hetzel published a Jules Verne novel. Soon they were being translated and published in many languages. From England they came to America and as Scribner's stocky red volumes they have been a part of the reading background of almost every American boy or girl.

The record of the sales of the original Scribner editions is not available, but they were given a big impulse by the publication with colored illustrations of "Twenty Thousand Leagues Under the Sea" (where the submarine Nautilus appears), "The Mysterious Island" and "Michael Strogoff." The sale of the *Everyman* and Burt reprints indicates the popularity of Verne during the last twenty years. The five most popular titles are "Five Weeks in a Balloon," "Twenty Thousand Leagues Under the Sea," "Dropped From the Clouds," "The Secret of the Islands" and "Abandoned." The sale, in these editions, has been more than 200,000 copies. "Twenty



A "still" from the Ufa Picture "The Rocket to the Moon," inspired by the Verne story

"Twenty Thousand Leagues Under the Sea" stands far ahead on the list with a total of 71,000, and the sailing of Sir Hubert's *Nautilus* will give this book a tremendous new audience.

The Little Red Volumes

VERY often the travel department of the bookstore is located for the customers entering the store by a row of stubby red volumes that have come to mean guide books, for Baedeker has become so much a fixture in guide book making that his name is as synonymous with guide books as kodaks with cameras. So familiar in fact had the appearance of these books become that it was almost a shock to the trade when the publishers began to put on a new red jacket instead of the old brown one with the paper label up the back. The new jackets, however, make it easier to use Baedekers for display, and the cloth binding itself is the same as ever.

Each year, Scribners, who have long been the American agents for the German firm of Karl Baedeker, launch a campaign of advertising to increase the distribution of the guides, as the guide book is a volume that people take with them on a trip and is not so much for fireside reading as the bulkier books of travel. Their advertisements this spring are being placed in the book sections of newspapers and magazines,

it being Scribner's experience that these advertisements pay even better than those that are carried in the travel sections of the same mediums.

As a way of emphasizing that the Baedeker series is constantly being kept up to date (19 have been rewritten since 1922), special advertising emphasis is given to the new 1931 titles, "Belgium," "Holland," and "The Riviera and Southern France." Each of these books has been entirely rewritten, so that the details as to travel facilities, hotels, money and other matters are strictly up to date and the maps fully revised. Last year "London," one of the most widely used volumes, was revised, as well as "Northern Italy," and "Rome and Central Italy."

There are many other kinds of guide books, less detailed or more gossipy volumes, but back of them all stands the great fact gathering business of Baedeker. When the well known red volumes of this standard guide begin to appear in the bookshop windows, the public is aware that the travel season is almost here.

Baby Record Books

William E. Harris

THERE is one line of staple stock the possibilities of which many booksellers incline to overlook. Baby record books appeal mainly, they say, to young married folk; the peak demand for them comes usually at Christmas. Therefore, booksellers tend either to sidestep them entirely or undertake to feature them only at long intervals. As a matter of fact they can be sold to every member of the community, and at all times of the year.

As a specialty, moreover, baby record books are peculiarly adapted to the requirements of department store bookshops. This has been found to be the case at R. H. White's in Boston, where Miss Joan MacWillie, who is in charge of children's books, has handled them for some time. Upstairs in the infants' department the record books are also displayed, and in this way it is possible to maintain a wide range in price and quality. Miss MacWillie believes that with a carefully designed program founded on a real knowledge of mothers' likes and prejudices, the sale of record books can be established on a very profitable basis not only in department stores but regular bookshops as well.

Baby record books are the outgrowth of an old and sentimental custom. "But today," says Miss MacWillie, "they can and should be tied up with advanced health programs in every community. This is fundamental, because while most of the older record books have space devoted to baby's weight and height, the newer stock although losing none of the sentimental appeal, develops these pages along modern scientific lines—even to detailed charts. For example, "Our Baby's First Seven Years," compiled by Hermien D. Nusbaum (Reilly and Lee), is one of the most elaborate record books. Prepared with the assistance of several doctors and endorsed by Morris Fishbein, it was first published only three years ago by the Mother's Aid of the Chicago Lying-in Hospital. It retails at \$3.95, and it makes an attractive piece of merchandise.

One great advantage for the small bookseller lies in the stabilized character of baby record books. Examining the stock in the R. H. White Company book department, I noticed that despite the variety in price, size, colors, etc., the average copyright date is about 1911, showing that no bookseller need fear sudden or rapid changes in style. In this regard Miss MacWillie says that the chief care on the part of a buyer should be to avoid stocking books with markedly "dated" styles in the mother's clothes, when these appear in illustrations or decorations. Lately also, paralleling the slackening demand for fairy tales, she has noticed a prejudice against end papers featuring storks, and interspersed verse whenever it seems stilted or old-fashioned.

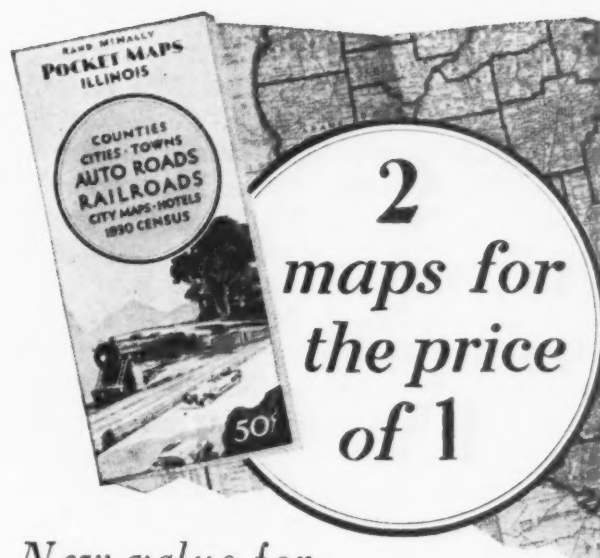
The best way to display record books is to emphasize the contents rather than the book itself. The attractive full page illustrations and appeal of keeping a permanent record of a child's pleasantest memories and daily growth, exert a stronger interest than the use of massed volumes. Particularly in department stores record books should be related to other articles such as toys, wardrobes, mothers' and school equipment—an indispensable accessory. Thus baby record books could well be the connecting link of a window featuring various ages of childhood. Because of the staple quality of record books and the fact that there is no special season for the birth of babies, the method should be to sell the idea of memory books instead of any one type or price. For instance, they ought always in the stationery department to be actively on display on the counter along with birthday, autograph, snapshot albums and scrap-books.

Psychology, according to Miss MacWillie, plays a large part in the successful sale of baby record books. Thus pink bindings are designed for boys and blue for girls, while white is a solution for the parents unable to make up their minds. Again, satisfaction is a stronger induce-

ment than price; the large albums are better adapted for photographs and snapshots. Still another selling point is the book that combines freedom of personal expression with a well-arranged chronology of such things as the birth announcement, doctors' autographs, guests, gifts, baby's first tooth, first laugh, etc. Mothers wish to record this data, but clerks should remind them that they will also want to jot down brief, diary-like impressions from day to day. The value of stressing the record book as a gift should not be overlooked. Most of the styles have an attractive dedicatory page which may be filled in equally well by god-parents, uncles, aunts and just friends.

Miss MacWillie emphasizes the fact that in selling record books the bookseller is certain to run up against certain definite problems. For instance all parents want record books for their first born, but with later children they tend somehow to lose interest. This factor can be overcome in several ways; first by underscoring the importance of keeping an accurate record of memories which the child will greatly cherish in later years. Another way is to encourage the idea of the first child helping to keep his little brother's or sister's book. Parents will find this an effective method of interesting children in learning to read and write. For the bookseller, too, it creates an interest in picture books and later children's stories. "Families of foreign descent, particularly the French," Miss MacWillie declares, "are the best prospects for baby record books. Not only do they have more children, but they keep up the idea of memory books as an important duty in life. Their interest can often be made to widen from baby books to autograph, snapshot albums and miscellaneous scrap-books."

The simplicity of record books should be strongly emphasized. If the customer sees too many headings, she is likely to be afraid the record will require too much time or be beyond her intelligence. Mothers do not care for books that set down too many firsts and that are likely to record the temperamental as well as unpleasant sides of a baby's character. Therefore, Miss MacWillie would rather sell a parent an inexpensive record book that will be quickly outgrown and bring the mother back for a larger one, than try to satisfy all de-



*New value for
tourists and travelers*

**... new profits
for you!**

THE Rand McNally Official Auto Road Map—the Rand McNally Standard Indexed Map—offered together for the first time at the amazing price of only 50 cents!

They come complete in a single folder for each state, plus all the 1930 census figures, city maps, a dependable hotel guide, etc. Everything anyone needs to know to travel in speed and comfort anywhere by train or auto!

It isn't hard to figure out what this means to you. It means faster selling on an established long-profit item in a field of 23 million live, interested prospects. It means just one series of maps for all who travel by train or auto, a smaller initial investment, better displays, new profits.

Here is a real "buy" that will be snapped up as soon as you put it on display. Order today and get the jump on the rest of the field. Just call your jobber, or write direct. Check up on your stock of aviation maps, too.

RAND McNALLY & COMPANY

Dept. PW-4

536 S. Clark St.

Chicago

270 Madison Ave.
New York

559 Mission St.
San Francisco

mands of convenience at the risk of discouraging the customer in the record book idea. Jordan, Marsh Company of Boston find "My Baby's Childhood," published by Barse & Company, a very satisfactory item. Priced at only fifty cents, it is attractively decorated in red and blue with plenty of space for both personal notations and small snapshots.

While many of the larger books are alluring to the bookseller because of their price range from two to four dollars, Miss MacWillie urges caution in this respect. The moire silk covers are effective for display purposes, but customers find they soil easily and do not wear so long as the less expensive editions. The Dodge Publishing Company, however, has in "Our Baby's Record" a delightful volume carefully planned to overcome this sales resistance point. The book has dark flexible leather covers bound with striking silver end papers. Although first issued more than twenty years ago, it has a simple modern atmosphere and can be had in a large or small size, depending on whether the customer wishes to include snapshots or photographs. Another pleasing book is "Baby's

Record," published by David McKay with full page illustrations in color and some excellent selections from the poetry of John Greenleaf Whittier, William Blake and others.

While baby record books enjoy a quiet, steady demand, Miss MacWillie believes they can be used to foster other lines; thus in department stores apart from books they can be tied up with toys, infants' wear, gifts, school and nursing equipment. With a little thought the retail bookseller may use this fact in increasing the effectiveness of his display of many types of non-fiction books. Again, baby books are a means of building up mailing lists; newspapers regularly carry announcements of births, and a suitable form letter addressed to the parents at such times will often bring permanent contacts, which can be followed up along such diverse lines as children's picture books, books on hygiene, nursing, diet, and even fiction for the mother recovering from a long illness.

And finally, baby record books are good for the general bookseller to push, because they represent the first book every child will want to read.

A Window Display That Sold Bibles and Prayer Books

Mattie Straughan

The Book Shop, Greensboro, N. C.

FOR more than a year our Bible sales had been on the decline. Even the Christmas season failed to boost the sales to any great extent. Our January inventory showed that we were greatly overstocked on both Bibles and Prayer Books. Something had to be done to revive the interest in the world's best seller.

The Lenten and Easter Season naturally lends itself to the sale of religious books, particularly to the sale of Bibles and Prayer Books as confirmation and promotion gifts. However, it began to look as if even this special season would not help much to stimulate the sale of this staple. Something had to be done.

In the past we have used special Easter

letters, calling attention to the new religious books, and always to Bibles as the ideal Easter gift. This year we decided to concentrate our efforts on our window display. Our windows are very large, and we realized that, in order to attract attention, we must have more than the ordinary display of Bibles, Prayer Books, and religious books. We wanted to interest the people in Bibles sufficiently to make them want to buy Bibles. We had such a display.

Mrs. Harry Simmonds, a customer of the shop, put the window in. The Biblical story of Easter—the crucifixion and resurrection of Christ—was vividly portrayed in the display. The city of Jerusalem, as it

was at the time of the first Easter, was shown by means of a miniature city carrying out as accurately as possible the architecture of that day. The people, represented by miniature figures dressed in the native costume, were pictured as going about their business. There were the camels and the ass on which Christ was supposed to have made his triumphal entry, the palms strewn in the streets. Golgotha, with its three crosses was shown just out of the city; the Garden of Gethsemane, with Christ kneeling there in prayer. The tomb was constructed with large stones. An angel hovered above the tomb, and the women were shown as they came to anoint the body of Jesus. To the right of the tomb was shown the sunrise. The background was made of sky blue paper. Moss was used for a carpet. The lighting effect was particularly good. In the foreground was an effective display of Bibles and Prayer Books. Much interest was shown in the window, and hundreds of people came not only to see the window but to study its details. Best of all, it has sold many Bibles and Prayer Books.

Pastime Picture Puzzles

PICTURE puzzles for adults have been a fad enjoying periodic popularity ever since 1909. In that year the firm of Parker Brothers in Salem, Mass., started manufacturing such puzzles, in which no guide was given except such as might be furnished by color indications and the shapes of the pieces, and puzzles from 100 to 400 words were put into circulation for sale by stores, going to all corners of the world. Pastime Picture Puzzles cannot be made economically and still preserve the feature of accurate fitting and variety which distinguishes them. Thus has grown up the system of Puzzle Exchanges wherein the proprietor of a store, very often a bookseller, purchases a variety of puzzles which are both rented and sold. Recently such puzzles made a noticeable appearance in Womrath's Lending Libraries and are enjoying a wide-spread vogue.

There are different systems of Puzzle Exchanges used in different cities and by different dealers. The method very frequently employed is to charge a set sum for the use of a particular puzzle for a week. The price ranging, as a rule, from 50 c.

for the small puzzles to \$1.00 or \$1.25 a week for the larger puzzles. The methods used by each individual concern are somewhat different. Some stores require the customers to buy one puzzle and then allow this customer to exchange the puzzle for another of the same size upon the payment of a small fee depending on the size of the puzzle. Other stores let them out on a straight rental basis as described above and still other stores require a membership fee or deposit and then rent the puzzles for a set amount by the week. Invariably, the stores sell puzzles as well as rent them and it has been found that the rental of Pastime Puzzles has been a great aid to the selling of them by the store.

The sale and rental of puzzles is not a seasonal proposition but continues throughout the year. Puzzles are now cut into pieces running from 65 to 1,200 in number and the Salem firm has received requests for puzzles as high as 10,000 pieces.

New Reading List

THE newest volume in the A. L. A. *Reading With a Purpose Series* is J. B. Condliffe's "The Pacific Area." The books recommended in the reading list are:

"The Restless Pacific" by Nicholas Roosevelt, 1928, *Scribner*; "Survey of American Foreign Relations" by Arthur N. Holcombe, 1930, *Harvard*; "Modern Japan and Its Problems" by G. C. Allen, 1928, *Dutton*; "The Washington Conference and After" by Yamato Ichihashi, 1928, *Stanford*; "The Pacific Area" by George H. Blakeslee, 1929, *World Peace Foundation*; "Problems of the Pacific, 1929," Institute of Pacific Relations, 1930, *Chicago*.

"An Oxford Book IS a Staple Book"

THE WORLD'S CLASSICS

*The bandiest series of the
MOST FAMOUS BOOKS*

At the lowest price 80 c. each

Publishers since 1468

OXFORD UNIVERSITY PRESS

The Weekly Record

Describes and Indexes the New Books of All Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

Biographies of the week include the lives of three Americans, one Englishman and one European. *Kerkhoff's* life of Aaron Burr is termed "a romantic biography" by the publisher. Paul *Van Dyke* interprets George Washington in a new way, as "the son of his country." This is an account of the formative years of Washington's life, showing how his environment shaped his character and later years. The third American biography is "The Life and Adventures of Carl Laemmle," photoplay king, by John *Drinkwater*. Sir Richard Burton, famous translator of the Arabian Nights and author of "Kasidah" is the subject of a book by Fairfax *Downey*. The life of Empress Eugénie, tragic and romantic figure of the Second Empire, who lived to see the twentieth century well on its way, is written by Robert *Sencourt*, who has had access to important private and state archives for his material.

Grosset & Dunlap enter the field of inexpensive reference books with "*Webster's Practical Dictionary*," priced at \$1. Laidlaw Brothers present a revised up-to-date version of *Hoyle*, which includes rules for all the new popular games.

Salable books, both fiction and non-fiction, include a pleasing anthology of stories of the South by a score or more of well-known writers, old and new, edited by Addison *Hibbard*. A new book by Felix *Salten* retells the story of "Samson and Delilah." A. J. *Villiers*, who is the author of those popular sea books, "By Way of

Cape Horn" and "Falmouth for Orders," presents stories from the maritime history of old Hobart Harbor in Tasmania, "Vanished Fleets." Mrs. William Vaughn *Moody*, whose Home Delicacies catering service is famous in Chicago has compiled the recipes used in its kitchens into a cook-book de luxe. Just a glance through its pages makes the mouth water over all sorts of delicious dishes from shrimp and artichoke canapé to bride's loaf cake—but this is not a cook-book for the beginner or the housewife who works on a budget! "The Physical Basis of Personality" is an interesting treatment of gland theories by Charles R. *Stockard*, a selection of the Scientific Book Club.

A number of good sporting books may be grouped together: "American Waterfowl" by *Phillips* and Lincoln; "Let's Go Fishing" by *Reitell*; "Your Dog" by *Lewis*; and the first volume of a comprehensive three-volume work on "The Modern Shotgun" by *Burrard*. Other books on special subjects of modern interest are "The Realm of the Air" a book about the weather by *Talman*, which seems to offer the opposition's theory to the much discussed book by Charles Fort, "Lo"; "Homes and Gardens in Old Virginia" listed under *Massie*; and two new books on architecture, an attractive volume from Princeton University Press, "Modern Architecture" by Frank Lloyd *Wright* and "Architectural Drawing" by *Farey* and Edwards.

THIS list aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

The Weekly Record of April 11, 1931

Abingdon, Alexander, comp.

More boners, from classrooms and examination papers; il. by Dr. Seuss. 97p. T c. N. Y., Viking \$1

A second book of amusing misinformation.

Arnold's practical Sunday school lesson commentary on the International lessons, improved uniform ser.: course for 1931; ed. by Rev. Burton J. Vincent. 233p. maps (pt. col.) O [c.'30] N. Y., Revell \$1

Art of Sidney L. Smith (The), designer, engraver, etcher; lim. ed. 132p. il. Q '31 Bost., C. E. Goodspeed & Co. \$50

Atworth, Mary Henderson

Hands, "play me no tricks." 64p. D [c.'31] Bost., Christopher Pub. House \$1.50
An essay on the relationship between handicraft and brain activity.

Augier, Émile, and Sandeau, Jules

Le gendre de Monsieur Poirier; comédie en quatre actes en prose; ed. by Albert Cru. 137p. (bibl. footnotes) il. S (Collection Doubleday-Doran) [n. d.] Garden City, N. Y., Doubleday, Doran 80 c.

Bankes, Walter Joseph

Your complete life. 74p. D [c.'31] Bost., Christopher Pub. House \$1.25
An outline of development periods from infancy to old age showing certain characteristic reactions of these periods.

Barstow, Charles Lester

Famous pictures; noted paintings described with anecdotes of the painters; new and rev. ed. 259p. il. D [c.'30] N. Y., Century \$2

Bartlett, Alice Hunt [Mrs. William Allen Bartlett]

Washington pre-eminent; The masque of America; The white-robed choir. 254p. il., map O c. N. Y., Brentano's \$4
Scenarios of thirty-five key scenes giving the highlights in the lives of Washington's parents and ancestors, and of Washington's own life from childhood to death as revealed by newly discovered records, together with two historic masques.

Bartlett, George A.

Men, women and conflict. 303p. front. (por.) O c. N. Y., Putnam \$3
An intimate study of love, marriage and divorce by a former judge of Reno Court.

Beeding, Francis, pseud. [John Leslie Palmer and Hilary Aldan St. George Saunders]

Death walks in Eastrepps. 284p. D c. N. Y., Mystery League 50 c.
A little English seaside town is terror-stricken by a series of dreadful crimes.

Beskow, Elsa

Tale of the wee little old woman. 23p. il. sq. Q '30 N. Y., Harper bds. \$1.25

Bowerman, George Franklin

Censorship and the public library, with other papers. 298p. (4p. bibl.) O '31 N. Y., H. W. Wilson \$2.75
Essays on different aspects of library work.

Bowman, Karl M., M.D.

Personal problems for men and women. 279p. (5p. bibl.) D [c.'31] N. Y., Greenberg \$3.50

A discussion of the essential facts and biological and psychological principles which enable the average adult to understand himself and to deal in a more healthy manner with his personal problems of behavior, mental and physical.

Bridge, James Howard [Harold Brydges, pseud.]

Portraits and personalities; imaginary conversations in the Frick Galleries. 252p. il. O [n. d.] N. Y., Brentano's lea. \$6

The former curator of the Frick art galleries makes the famous people in the portraits hanging there come to life and converse with one another. Illustrated with reproductions of the pictures.

Brooks, Thomas Joseph

The march of mind; a series of nine lectures dealing with the progress of mankind, the philosophy of life and the master gift. 233p. O '30. c.'31 Buffalo, N. Y., J. W. Clement Co., 8 Lord St. fab., \$1.50

Brown, Henry Emmett, and Bird, Joy

Motion pictures and lantern slides for elementary visual education. 112p. O (Lincoln School research studies) [c.'31] N. Y., Teachers College, Columbia Univ. \$1

An annotated list of lantern slides, motion pictures and strip films suitable for elementary school needs.

Browne (John Ross), California pioneer; check list of first editions; preface by E. Miriam Lone, and a chronology, 1821-1872; lim. ed. 16p. il. (por.) O N. Y., Lathrop C. Harper pap. \$1.50

Advanced engineer manual (The); a textbook for the Reserve Officers Training Corps and general engineer training; advanced course. 115p. il., maps (pt. col.), diagrs. O [c.'30] Wash., D. C., Nat'l Service Pub. Co. \$6

Augustine, Charles, D.D.

A commentary on the new code of canon law; v. 7. Ecclesiastical trials; 3rd ed. 496p. O '30 St. Louis, B. Herder \$2.50

Augustine, Saint, Bp. of Hippo

De symbolo; sermo ad catechumenos; ed. by R. W. Muncey. 32p. S (Texts for students, no. 46) [31] N. Y., Macmillan pap., 35 c.

Bays, Bertie Cole

The harp of one string [verse]. 93p. front. (por.) D [c.'30] [Newton, Kan., Mrs. J. W. Bays, 435 W. 7th] pap., apply

Bible

The pastor's pocket Bible; selected Scripture, by John Richard Spann. 137p. T [c.'31] N. Y., Richard R. Smith \$1.25

Black, A. Bruce, and Smith, Robert Metcalf

Shakespeare allusions and parallels. 67p. O (Lehigh Univ. pub'n, v. 5, no. 3, circular no. 51) '31 Bethlehem, Pa., Lehigh Univ. pap. 50 c.

Bosworth, Harriette Dexter

Ideas for young piano teachers. 67p. S (Pocket music student) [c.'31] Bost., O. Ditson pap., 60 c.

Botsford, Florence Hudson, comp.

Botsford collection of folk-songs, with English versions by American poets; v. 1, Songs from the Americas, Asia and Africa; introd. by Carl Engel [new ed.] 227p. Q [c.'22-'30] N. Y., G. Schirmer pap., \$1.50

Bunting, John Summerfield

The radiant life; a book of happiness; introd. by Joseph Fort Newton, D.D. 180p. D [c.'30] N. Y., Revell \$1.50
Essays on the spiritual life.

Burkhart, Roy A.

The home of my dreams. 45p. (bibl.) il. D [c.'30] Elgin, Ill., David C. Cook Pub. Co. 35 c.

A personal chat with young people about the art of home making.

Burrard, Major Gerald

The modern shotgun; v. 1, The gun. 252p. il., diagrs. O '31 N. Y., Scribner \$5

A comprehensive work on sporting guns and ammunition, to be completed in three volumes.

Butler, Samuel

Erewhon, or, Over the range; introd. by H. M. Tomlinson; il. by H. Charles Tomlinson; lim. ed. 300p. il. (col.) O '31 N. Y., Cheshire House buck. \$10

Cameron, Edward Herbert, ed.

Viewpoints in educational psychology; a book of selected readings. 536p. diagrs. D (Century educ. ser.) [c.'30] N. Y., Century \$2.50

Campbell, Lawton

Solid South; a play in three acts. 102p. il., diagr. D (French's standard lib. ed.) c.'29, '31 N. Y., S. French pap. 75 c.

Carlyle, Thomas

Sartor resartus; ed. by Bliss Perry. 416p. D '31 N. Y., Lim. Eds. Club buck. \$10

Carpenter, Edward

Pagan and Christian creeds: their origin and meaning. 319p. (bibl. footnotes) diagr. O [c.'20] N. Y., Blue Ribbon B'ks. \$1

Children's book of hymns, The. 83p. il. (pt. col.) O [n.d.] N. Y., Revell \$2.50

Clark, Ada Loaring, comp.

A book of devotions; for women and girls. 112p. Tt [c.'31] Milwaukee, Morehouse Pub. Co. 60 c.

Collins, Berkeley G.

The island of gold, and other stories. 128p. D [n.d.] N. Y., Revell \$1.25
Fourteen fanciful tales for children.

Condcliffe, John Bell

The Pacific area, in international relations. 43p. (3p. bibl.) S (Reading with a purpose, no. 44) c. Chic., Amer. Lib. Ass'n 50 c.; pap., 35 c.

Correll, Hal

The younger brother. 222p. il. D [c.'30] Elgin, Ill., David C. Cook Pub. Co. 35 c.
A biblical story of Egypt about Benjamin, Joseph's younger brother.

Corser, Jean

Manuscript writing; a handbook. 61p. il.

(pt. col.) Q [c.'31] Cleveland, Harter Pub. Co. \$1

Letter forms for manuscript writing, for boys and girls.

Cosgrave, John O'Hara

The academy for souls. 343p. O [c.'31] N. Y., Farrar & Rinehart \$3.50

An inquiry into the meaning of life based on common sense philosophy, designed to lift the puzzled lay reader from the maze of modern conflicting scientific theories of the universe.

Cummings, Edward Estlin

[no title]; il. by the author [lim. signed ed.]. 63p. F '30 c. N. Y., Covici, Friede \$7.50
Containing eight stories.

Delteil, Joseph

Don Juan; tr. by Kay Boyle; il. by Charles Sandford. 223p. D [c.'31] N. Y., Cape & Smith \$2.50

A novel based on the legendary figure of Don Juan.

Donauer, Friedrich

The long defence; tr. by Frederic Taber Cooper. 313p. il. (col.) D c. N. Y., Longmans \$2

The story of a German boy who helped defend Constantinople in the last stand of the Eastern Empire against the Saracen hordes.

Downey, Fairfax Davis

Burton, Arabian Nights adventurer. 312p. (bibl. footnotes) il. D c. N. Y., Scribner \$3

A life of the 19th century Englishman, Sir Richard Francis Burton, known for his translation of the "Arabian Nights," whose spirit of adventure and desire for knowledge of strange places and customs took him into many unexplored places of the world.

Drake, Elizabeth

Enchanted dust; an adventure in conscious life. 130p. O c. Bost., Houghton \$2

Telling of the intimate mental experiences which came to the author after the death of her mother.

Driesch, Hans Adolf Eduard

Ethical principles in theory and practice; tr. by W. H. Johnston. 248p. (bibl. footnotes) D [n.d.] N. Y., Norton \$2.75

By the well-known German philosopher, leader of the Vitalist movement.

Drinkwater, John

The life and adventures of Carl Laemmle; foreword by Will H. Hays. 300p. il. O c. N. Y., Putnam \$3.50

The story of an important career in the motion picture industry, that of Carl Laemmle, president of Universal Pictures.

Dumas, Alexandre

Le comte de Monte-Cristo; ed. for school use by Cordelia M. Hayes. 293p. il. (col. front.), map S [c.'31] N. Y., Amer. Bk. 80 c.

Eastman, Max

Kinds of love; poems. 174p. D '31, c.'13-'31 N. Y., Scribner \$2.50

This volume, the author's first book of verse since 1918, is composed largely of new poems but also contains a selection of the best poems from two earlier volumes.

Burton, William Wilder

Five-place logarithmic and trigonometric tables. 100p. O [c.'31] N. Y., Crowell \$1.25

Cady, Bertha Chapman

Animal pets; a study in character and nature edu-

cation. 61p. (bibl.) il. O [c.'30] Ithaca, N. Y., Slingerland-Comstock Co. pap., 75 c.

[Dunphy, Rev. William H.]

The faith of the Body of Christ. 19p. (bibl. footnotes) S (Amer. Congress b'klets, no. 1) [n.d.] [Milwaukee, Morehouse Pub. Co.] pap., 5 c.

Essig, Edward Oliver

A history of entomology. 1036p. (bibls., bibl. footnotes) il. O c. N. Y., Macmillan
fab. \$10

By a professor of entomology at the University of California.

Farey, Cyril A., and Edwards, Arthur Trystan

Architectural drawing; perspective and rendering. 152p. (4p. bibl.) il. (pt. col.), diagrs. O '31 N. Y., Scribner \$6

A handbook for students and draughtsmen.

Farjeon, Joseph Jefferson

The house opposite. 313p. D c. N. Y., Dial Press \$2

A mystery tale with Ben, the tramp in the novel, "No. 17," appearing again.

Ferrero, Gina Lombroso [Signorina Guglielmo Ferrero]

The tragedies of progress; tr. by Coley Taylor. 338p. (2p. bibl.) D [c.'31] N. Y., Dutton \$3.75

Warning against the dangers of over-industrialization, and pointing the way to a future civilization in which new human forces will be developed.

Freeman, Harry

An elementary treatise on actuarial mathematics. 409p. diagrs. O '31 [N. Y., Macmillan] \$8.50

Freese, Ernest Irving

Perspective projection. 43p. il. Q '30 N. Y., Pencil Points Press bds. \$1.50

Goldstein, Herbert S.

Bible comments for home reading; Exodus. 216p. '30 N. Y., Hebrew Pub. Co., 632 B'way \$2

Guthrie, William Norman

Evangelical offices of worship. 289p. D '30 N. Y., Schulte Press, 80 4th Ave. \$2

Halévy, Ludovic

L'abbé Constantine; ed. by Lilly Lindquist. 215p. il. S (Collection Doubleday-Doran) [n.d.] Garden City. N. Y., Doubleday, Doran 80 c.

Hamilton, Fannie Edwards

Southern melodies [verse]. 111p. D [c.'31] Bost., Christopher Pub. House \$1.50

Haring, H. A., ed.

The Slabsides book of John Burroughs. 187p. il. D c. Bost., Houghton \$2.50

A collection of ten informal descriptions of visits to Slabsides, the famous cabin of the poet-naturalist, John Burroughs.

Harrison, Norman B.

His very own. 176p. D '30 Chic. Bible Inst. Colportage Ass'n \$1; pap., 60 c.

Hayne, Coe Smith

Prisoners of Spirit Mountain; a Navajo Indian story. 110p. il. D [c.'30] Elgin, Ill., David C. Cook Pub. Co. 35 c.
A juvenile.

Hellinger, Mark

Moon over Broadway. 318p. O c. N. Y., William Faro, Inc., 200 B'way \$2.50

Stories of Broadway life by a well-known columnist for the New York *Daily Mirror* whose column is syndicated all over the country.

Hibbard, Clarence Addison, ed.

Stories of the South, old and new. 537p. (bibls.) O [c.'31] Chapel Hill, N. C., Univ. of N. C. Press & Norton \$3

Stories portraying both past and present life in the South by such well-known authors as George W. Cable, Elizabeth Madox Roberts, Joel Chandler Harris, Irvin S. Cobb, Julia Peterkin, Lyle Saxon, Du Bose Heyward and Paul Green.

Hill, Robert Greenberg

Ups and downs of man, from the days of Adam to 1930, and the signs of the times of the twentieth century. 340p. il. O '30 San Diego, Cal., Pacific Pub. Co., 1846 2nd St. fab., \$5

Hirst, Francis Wrigley

Wall Street and Lombard Street; the stock exchange slump of 1929 and the trade depression of 1930. 189p. D c. N. Y., Macmillan \$2

The causes of the stock market crash and a survey of present world trade conditions which are reflected in the London money market.

Ellison, Robert Spurrier

Independence Rock; the great record of the desert. 41p. (bibl. footnotes) il. maps O '30 Casper, Wyom., Natrona County Historical Soc. pap., 50 c.

Erb, John Lawrence, and Kendel, John C.

Select songs for the assembly; especially prepared for use in junior and senior high schools. 201p. O [c.'31] Bost., Heath \$1.48

Gold star list of American fiction, 1821 to 1931, The

34p. O '31 [Syracuse, N. Y.] Syracuse Public Lib. pap., 25 c.

Gordon, John

Confessions of Sandy McWhiffle, famous inventor [humor]. 91p. il. (pt. col.) D c. Port Clyde, Me., Gordon Press, P.O. Box 23 pap., 75 c.

Graham, Frank D.

Audel's radioman's guide; a practical, concise treatise presenting in easily understood form the theoretical and practical information necessary for the proper operation, maintenance and service as applied in modern radio practice. no p. il., diagrs. S [c.'31] N. Y., Theo. Audel & Co., 65 W. 23rd St. flex. cl., \$1

Granville-Barker, Harley

Rococo; a farce in one act. 23p. D [c.'17] N. Y., S. French pap., 50 c.

Haggeney, Francis J.

The Savior as Saint Matthew saw Him; v. 3, Israel's response to Christ's invitation. 266p. O '30 St. Louis, B. Herder \$2

Halsey, Alice

Tea-time tempest; a comedy in one act. 22p. diagr. S (French's acting ed. no. 878) c. '30 N. Y., S. French pap., 35 c.

Hatfield, James Taft, and others, eds.

Curme volumes of linguistic studies. 178p. (bibl. footnotes) front. (por.) O (Language monographs, no. 7) '30 [Phil.] Linguistic Soc. of Amer., Univ. of Pa. pap. \$2.50

Hedges, Sid G.

Class party games; for juniors, intermediates and seniors. 47p. D [c.'30] Elgin, Ill., David C. Cook Pub. Co. pap., 20 c.

Hempl, George

Mediterranean studies; 3, Three papers on the history and language of the Hittites; ed. by Frederick Anderson. 90p. (bibl. footnotes) il. O (Univ. ser., lang. and lit., v. 5, no. 2) c. Stanford Univ., Cal., Stanford Univ. Press pap. \$1

Hosmer, Paul

Now we're loggin'. 210p. D '30 c. Portland, Ore., Metropolitan Press, 40 N. 9th St. \$2

An intimate picture of the personnel of the north-west logging industry from lumberjack to sales manager.

Hoyle, Edmond

The new Hoyle; standard games, including all modern card games, chess, checkers, backgammon and camelot; [rev.] and ed. by Paul H. Seymour. 352p. il., diagrs. S [c.'31] Chic., Laidlaw Bros. fab. \$1; pap., 50 c.

Hugo, Victor Marie, comte

La chute (Les misérables, pt. I, bk. 2); abridged and ed. by E. M. Bowman. 187p. (bibl.) il. S (Collection Doubleday-Doran) [c.'30] Garden City, N. Y., Doubleday, Doran 80 c.

Quatre-vingt-treize; abridged and adapted for use in American schools by G. Rupert Eichholzer. 296p. il., map S (Collection Doubleday-Doran) [n. d.] Garden City, N. Y., Doubleday, Doran 80 c.

Ivins, Benjamin F. P., D.D.

A book of devotions; for men and boys. 82p. Tt [c.'31] Milwaukee, Morehouse Pub. Co. 60 c.

Jackson, G. Gibbard

World's aeroplanes and airships. 256p. il. (pt. col.) O '30 Phil., Lippincott \$2.50

Jackson, Holbrook

The anatomy of bibliomania; v. I. 436p. O (Soncino Press) '30 N. Y., W. V. McKee buck. \$11.25

Jacobus, Donald Lines

Genealogy as pastime and profession. 136p. O '30 New Haven, Conn., Tuttle, Morehouse & Taylor \$2.50

Jamison, Louise

Mother Nature's little people. 128p. il. (pt. col.) D [c.'30] Dansville, N. Y., F. A. Owen Pub. Co. 72 c.

A nature reader for grades three and four.

Jordan, Edwin Oakes

Food poisoning and foodborne infection [2nd ed.]. 297p. (bibl. footnotes) il., diagrs. D (Univ. of Chic. science ser.) [c.'17,'31] Chic., Univ. of Chic. Press \$2.50

Kay, Ross

With Pershing at the Front. 256p. front. (Big war ser.) '30 Newark, N. J., Barse & Co. 50 c.

Kennedy, W., and Mary Joseph, Sister

Old-world foundations of the United States; a text-book for Catholic schools; rev. ed. 362p. il. (pt. col.), maps D [c.'27,'30] N. Y., Benziger Bros. \$1.28

Kerkhoff, Johnston D.

Aaron Burr; a romantic biography. 287p. (bibl.) O [c.'31] N. Y., Greenberg \$3.50
The story of the picturesque and tragic life of Aaron Burr.

Kinney (Troy); introd. by Charles Lemon Morgan.

no p. il. F (Amer. etchers, v. 9) [c.'30] N. Y., Crafton Collection bds. \$2.50
One of a series describing and giving reproductions of the works of living American etchers. See also *Lewis and Rosenberg*. The entire set of twelve volumes is also published in a limited edition which sells for \$600.

Konkle, Burton Alva

Joseph Hopkinson, 1770-1842, jurist: scholar: inspirer of the arts. 373p. (bibl. footnotes) il. O c. Phil., Univ. of Pa. Press \$4

This account of the life of a versatile American citizen and of his friendships with Thomas Moore, Daniel Webster, John Quincy Adams and Joseph Bonaparte, gives an interesting picture of life in the early days of our country.

Langley, John Prentice

Bridging the seven seas. 224p. front. D (Aviation ser.) Newark, N. J., Barse & Co. 50 c.

Levinger, Rabbi Lee Joseph

A history of the Jews in the United States. 564p. (bibl.) il., maps, diagrs. D '30 c. Cin., Union of Amer. Hebrew Congregations \$2
A textbook on American Jewish history for high school classes of Jewish schools.

Lewis (Martin); introd. by Charles Lemon Morgan.

no p. il. F (Amer. etchers, v. 11) [c.'31] N. Y., Crafton Collection bds. \$2.50

Lewis, Natalie Willits

Your dog. 285p. il., diagr. O c. N. Y., Putnam \$5
Information on how to buy, breed, show and care for different kinds of dogs.

Lichtenberger, André

Trott and his little sister; tr. by Blanche and Irma Weill; introd. by Dorothy Canfield Fisher. 255p. O c. N. Y., Viking \$2.50
A story about a little French boy which reveals a child's mind intimately.

Lieberman, Elias, ed.

Poems for enjoyment. 535p. front. (map) D c. N. Y., Harper \$1.40
An anthology for high school or junior college.

Lindsay, Philip

Morgan in Jamaica. 36p. il. (pors.) Q (Fanfrollico Press) '30 N. Y., W. V. McKee \$6

Linnell, Adelaide

The school festival; introd. by Patty Smith Hill. 146p. (bibl.) il. D (Ser. on childhood educ.) [c.'31] N. Y., Scribner \$1.25

Littell, Margaret

The campus medal. 96p. il. D [c.'30] Elgin, Ill., David C. Cook Pub. Co. 35 c.
A college story for girls.

Hughes, R. O.

Workbook in civics. 298p. il. maps, diagrs. Q c. '30 Bost., Allyn & Bacon pap. \$1

Jones, Dorsey D.

Edwin Chadwick and the early public health movement in England. 160p. (8p. bibl.) O (Studies in social sciences, v. 9, no. 3) '31 Iowa City, Ia., Univ. of Ia. pap. \$1.50

- Litten, Frederic Nelson**
Brooks of the Valley Airways. 285p. il. D '31, c. '30, '31 N. Y., Appleton \$2
A story of commercial flying for boys.
- Lucas, Edward Verrall**
Four and twenty toilers; il. by F. D. Bedford. 55p. il. (pt. col.) obl. O N. Y. [Longmans] \$2.50
A picture-verse book for children, formerly published by McDevitt-Wilson's.
- Luther, Martin**
Works of Martin Luther; v. 4. 411p. (bibl. footnotes) D [c. '31] Phil., A. J. Holman Co. \$3
- Macdonald, Zillah K.**
Haunthouse. 282p. il., diagrs. D c. N. Y., Appleton \$2
A mystery story for girls.
- McKerrow, James Clark**
Novius organum; essays in a new metaphysic. 284p. D '31 N. Y., Longmans \$3
Somewhat revolutionary views on why we behave as we do.
- McNaught, Rosamond Livingston, ed.**
Who's who in poetry in United States. 136p. D [n. d.] [Bloomington, Ill., Lang-Fuller Pub. Co.] \$2.50
- Mairet, Jeanne, pseud. [Marie Healy Bigot, Mme Charles Bigot]**
La tâche du petit Pierre; ed. by Mary C. Burchinal. 151p. il. S (Collection Doubleday-Doran) [n. d.] Garden City, N. Y., Doubleday, Doran 80 c.
- Massie, Susanne Williams, and Christian, Frances Archer, eds.**
Homes and gardens in old Virginia [4th rev. ed.]. 373p. il. O c. Richmond, Va., Garrett & Massie \$5
- Mather, Frank Jewett, jr.**
Estimates in art; ser. 2, Sixteen essays on American painters of the nineteenth century. 39p. il. D [c. '31] N. Y., Holt \$2.50
- Moody, Mrs. William Vaughn**
Mrs. William Vaughn Moody's cook-book. 485p. O c. N. Y., Scribner \$3.50
A book of de luxe recipes from hors d'oeuvres to desserts as they have been used in the kitchens of Mrs. Moody's Home Delicacies Association in Chicago.
- Muirhead, John Henry**
The Platonic tradition in Anglo-Saxon philosophy. 446p. (bibl. footnotes) O (Lib. of phil.) '31 N. Y., Macmillan \$5
Studies in the history of idealism in England and America.
- My own picture book.** il. '30 Newark, N. J., Barse & Co. 50 c.
- Nelson, Byron C.**
After its kind; 3rd ed. [religion]. 219p. (bibl.) il. D '30 Minneapolis, Augsburg Pub. House \$1.50
- Noel, John Baptist Lucius**
The story of Everest. 270p. il. O [c. '27] N. Y., Blue Ribbon B'ks \$1
- Northrop, F. S. C.**
Science and first principles. 313p. (bibls.) diagrs. O c. N. Y., Macmillan \$3
An attempt to determine what contemporary scientific discoveries in many different branches of science reveal, and what it means for philosophy.
- Nulle, Stebelton H.**
Thomas Pelham-Holles, Duke of Newcastle; his early political career, 1693-1724. 215p. (12p. bibl.) front. (por.) O c. Phil., Univ. of Pa. Press \$2.50
A study of the early life of a brilliant statesman of the reign of George I.
- Nuttall encyclopaedia (The); ed. by G. Elgie Christ and A. L. Haydon; based on the original work by James Wood.** 704p. O '30 N. Y., F. Warne \$3; ¼ lea., \$5
- Parrish, J. O.**
Battling the Seminoles; featuring John Akins, scout [lim. ed.]. 228p. front. D [c. '30] [Auburndale, Fla., Author] \$1.50
A story about the Seminole Indians of Florida.
- Parsons, Charles S.**
Amateur stage management and production; foreword by Leslie Henson. 143p. diagrs. O '31 N. Y., Pitman \$2.25
Technical information on scenery, make-up, lighting and other aspects of the amateur theatrical production.
- Paul: the Christian.** 341p. D [c. '31] N. Y., Cape & Smith \$2.50
A novel about the later life of Paul by the anonymous author of "By an Unknown Disciple," a life of Jesus, and "Paul: the Jew."
- Pearse, Innes H., M.D., and Williamson, G. Scott, M.D.**
The case for action; a survey of everyday life under modern industrial conditions, with special reference to the question of health. 171p. '30 Chic., Chic. Medical B'k Co. \$1.75
- Penniman, Josiah Harmar**
A book about the English Bible [2nd ed.]. 453p. (6p. bibl.) D c. Phil., Univ. of Pa. Press \$2
- Perkins, Lucy Fitch [Mrs. Dwight Heald Perkins]**
The Indian twins; il. by the author [school ed.]. 204p. D [c. '30] Bost., Houghton 88 c.

Mabry, Rev. Gregory
The priesthood and the Body of Christ. 11p. S (Amer. Congress b'klets, no. 2) [n. d.] [Milwaukee, Morehouse Pub. Co.] pap. 5 c.

Meissner, Bruno
Beiträge zum Assyrischen Wörterbuch, I. 92p. (6p. bibl.) O (Assyriological studies, v. 1, pt. 1) ['31] Chic., Univ. of Chic. Press pap. apply

Meyer, Willy, M.D.
Cancer; its origin, its development and its self-perpetuation; the therapy of operable and inoperable

cancer in the light of a systemic conception of malignancy. 460p. (bibls.) il. diagrs. O c. N. Y., P. B. Hoeber \$7.50

Milne-Thomson, L. M., and Comrie, L. J.
Standard four-figure mathematical tables; editions A and B. 261p., ea. Q '31 [N. Y.] Macmillan \$4.50, ea.

Nutting, H. C.
Notes on confido, fido, diffido. 23p. O (Univ. of Cal. pub'ns in classical philology, v. 10, no. 9) '31 Berkeley, Cal., Univ. of Cal. Press pap. 30 c.

Peters, Fred Joseph, comp.

Sporting prints by N. Currier and Currier & Ives; being a pictorial check list and collation, with many intimate facts regarding the prints; lim. ed. 205 p. il. (pt. col.) Q (Early Amer. color prints by N. Currier and Currier & Ives, no. 3) '30 N. Y., Antique Bulletin Pub. Co., 20 E. 58th St. \$30

Phillips, John Charles, and Lincoln, Frederick Charles

American waterfowl; their present situation and the outlook for their future. 326 p. il., maps O '30 c. Bost., Houghton buck. \$4.50
A study of the ducks, geese and swans of North America from the point of view of conservation.

Price, George McCready

The geological-ages hoax. 126 p. D [c. '31] N. Y., Revell \$1.25
A plea for logic in theoretical geology.

Reitell, Charles

Let's go fishing. 205 p. il., map, diagr. O c. N. Y., Whittlesey House, McGraw-Hill \$2.50

Describing the common fresh water fish and their habits, with specific directions as to how to catch them. The author is former Fish Commissioner of the State of Pennsylvania.

Renick, Dorothy Waties

Star myths from many lands; spring skies. 217 p. il D [c. '30] N. Y., Scribner 88 c.
Legends about the constellations reaching their zenith in March, April and May, retold for children.

Reynolds, James Joseph, and others

Old world origins of American civilization. 256 p. (bibl.) il., maps D [c. '30] N. Y., Noble & Noble \$1.20

Riposte, A., pseud.

Gin and bitters. 306 p. D [c. '30] N. Y., Farrar & Rinehart \$2.50
A novel about a young writer's attempt to recapture the glamor and early promise of his career by travel, and of his continual struggle with life and art.

Rixey, Presley Marion, and others

The life story of Presley Marion Rixey; biography and autobiography. 537 p. il. O '30 Strasburg, Va., Shenandoah Pub. House \$5

Roget dictionary of synonyms and antonyms;

by C. O. Sylvester Mawson. 611 p. O c. N. Y., Putnam flex. cl., \$3.50; thumb indexed, \$4

"Being a presentation of Roget's Thesaurus of English words and phrases in a modernized, more complete, and more convenient form together with briefer synonymies for the busy writer, the whole comprised in one alphabetical arrangement, with an appendix of foreign words and expressions."

Rosenberg (Louis Conrad); with an appreciation by Kenneth Reid. nop. il. F (Amer. etchers, v. 10) [c. '30] N. Y., Crafton Collection bds. \$2.50

Salaman, Malcolm C., and Fagg, Helen, eds.
Fine prints of the year, 1930. 120 p. il. Q '30 N. Y., Minton, Balch \$10

Salten, Felix

Samson and Delilah; tr. by Whittaker Chambers. 192 p. D c. N. Y., Simon & Schuster \$2.50
A new version of the biblical story.

Sanger, Mrs. Margaret Higgins [Mrs. J. Noah H. Slee]

Woman and the new race; preface by Havelock Ellis. 245 p. front. (por.) O [c. '30] N. Y., Blue Ribbon B'ks. \$1

Sayers, Dorothy Leigh [Mrs. Atherton Fleming] and Eustace, Robert, pseud.

The documents in the case. 304 p. D [c. '30] N. Y., Brewer & Warren \$2

When Paul Harrison had investigated certain documents that came into his possession, he forced the Public Prosecutor to reopen the case of his father's death and determine by scientific investigation whether his poisoning had been accidental or with murderous intent.

Sears, Minnie Earl, comp.

Standard catalog for public libraries; science and useful arts section; an annotated list of 1,800 titles, with a full analytical index. 289 p. O (Standard catalog ser.) '31 N. Y., H. W. Wilson \$3.50

Selection of incunabula (A);

describing one thousand books from the stock of Lathrop C. Harper; introds. by Lawrence C. Wroth, Margaret B. Stillwell; Lucy E. Osborne and Dr. George P. Winship. il. O N. Y., Lathrop C. Harper buck., \$5; half lea., \$8.50

Sencourt, Robert Esmonde, pseud.

The life of the Empress Eugénie; foreword by the Duke of Berwick and Alba. 402 p. (sp. bibl.) il. (col. front.) O '31 N. Y., Scribner \$5

This biography of the Empress of Napoleon III, who died only a few years ago, is based upon family documents and letters and state archives.

Shakespeare, William

The college Shakespeare; ed. by Maurice Garland Fulton and Lillian K. Sabine. 650 p. front. (por.) O c. N. Y., Macmillan \$1.90

This volume contains "Richard the Third," part one of "Henry the Fourth," "As You Like It," "Hamlet" and "King Lear."

King Lear; il. by Yunge; introd. by G. K. Chesterton [lim. ed.]. 144 p. F ['30] San Francisco, David Magee, 480 Post St. buck. \$15

Shipman, Herbert

Verses. 110 p. front. (por.) D c. N. Y., Appleton \$2

This book of verse by the late Suffragan Bishop of the Diocese of New York includes the famous West Point song, "The Corps."

Rice, Charlie William

Hands for sale; ed. by Floyd Byrnes [fiction]. 38 p. D [c. '30] Visalia, Cal., Paulson Press, 123 N. Court St. pap. apply

Roorbach, George B.

International competition in the trade of India. 119 p. diagr. D (Internat'l conciliation no. 268, Studies in world economy, no. 11) '31 N. Y., Carnegie Endowment for Internat'l Peace pap. 5 c.

Savage, Ethel

Jack and Jill; a pre-primer reading work book 63 p. il. (pt. col.) Q c. '31 Cleveland, Harter Pub. Co. pap. 18 c.

Pat and Polly; a reading work book for first grade, second semester. 63 p. il. Q c. '31 Cleveland, Harter Pub. Co. pap. 18 c.

Shoemaker, Samuel Moor, jr.

If I be lifted up. 179 p. D [c.'31] N. Y., Revell \$1.50

Thoughts about the Cross by the rector of Calvary Church in New York.

Sibler, Ernest Gottlieb

From Maumee to Thames and Tiber; the life-story of an American classical scholar [autobiography]. 282 p. front. (por) O '30 N. Y., N. Y. Univ. Press \$5

Simpson, Hubert Louis

The nameless longing. 316 p. D c. N. Y., Harper \$2

Twenty-four sermons by the minister of Westminster Church, London.

Smith, Benjamin Lyon

Alexander Campbell [biography]. 399 p. il. D '30 St. Louis, Bethany Press \$2.50

Snedden, David Samuel

American high schools and vocational schools in 1960. 128 p. (bibl. note) D c. N. Y., Teachers College, Columbia Univ. \$1.50

An essay about a new and better American high school.

Snow, Laura Granberry

Music and the out-of-doors; introd. by Herbert Witherspoon. 84 p. (bibl.) il. D [c.'30] Ithaca, N. Y., Slingerland-Comstock Co. \$1.25

Suggestions for the leader who wishes to introduce a better type of music to boys and girls in camp, published under the auspices of the Coordinating Council on Nature Activities.

Spain, Charles Lyle, and others

The public elementary school plant. 626 p. (13 p. bibl.) il., diags. D (School plant ser., v. 2) [c.'30] Chic., Rand, McNally \$4

Spiritual pilgrimage (A); towards the threshold of the Catholic Church. 238 p. D '31 N. Y., Longmans \$3

Extracts from an unfinished private diary, a spiritual autobiography.

Stewart, Bryce W., and others

Unemployment benefits in the United States; the plans and their setting. 748 p. O N. Y., Industrial Relations Counselors, Inc., 165 Broadway \$7.50

Stockard, Charles Rupert

The physical basis of personality. 320 p. (11 p. bibl.) il., diags. O [c.'30] N. Y., Norton \$3.50

An explanation of the known scientific facts concerning the physical determination of individual personalities, by a professor of anatomy and director of the Experimental Morphology Farm in Cornell University Medical College.

Stone, John Charles, and others

A higher arithmetic. 374 p. il., diags. D '30 Chic., B. H. Sanborn \$1.20

Strang, Mrs. Herbert

Binkie's blue jacket. 192 p. il. D '30 Newark, N. J., Barse & Co. 50 c.

Two little gardeners. 192 p. il. D '30 Newark, N. J., Barse & Co. 50 c.

Strong, Mrs. Harold

Stories, rhymes and pictures. il. '30 Newark, N. J., Barse & Co. 50 c.

Sullivan, John

Letters and papers of Major-General John Sullivan, Continental Army; v. 1, 1771-1777; ed. by Otis G. Hammond. 647 p. O (Collections of Soc., v. 13) '30 Concord, N. H., N. H. Historical Soc. \$10

Suzzallo, Henry, and others

Everyday spelling; 1st. b'k. 160 p. il. D [c.'31] N. Y., Amer. B'k. 48 c.

Swann, Mary Lee

My favorite recipes; more than five hundred choice recipes for everyday and party cooking. 316 p. O '30 Milwaukee, Caspar, Krueger, Dory Co. \$2.50

Tabet

English-Arabic dictionary. 640 p. il. '30 N. Y., G. E. Stechert \$2.50

Talmage, James Edward

The story of "Mormonism"; 10th ed. rev. 165 p. S '30 Salt Lake City, Deseret B'k. Co. 75 c.

Talman, Charles Fitzhugh

The realm of the air; a book about weather 318 p il O [c'25-'31] Ind., Bobbs-Merrill \$4

The Librarian of the United States Weather Bureau explains the scientific facts of weather manifestations for the average reader and also many curious phenomena of weather and climate—poison fogs, miraculous showers of fish and manna, red snow, mud rains, etc.

Thomas, Theodore, and Stock, Frederick A.

Talks about Beethoven's symphonies; analytical essays with diagrams; ed. by Rose Fay Thomas. 231 p. O [c.'30] Bost., O. Ditson \$2.50

By two famous conductors.

Thompson, Mrs. Jeannette May Fowler

Popular animal stories for juniors. 70 p. il. D [c.'30] Elgin, Ill., David C. Cook Pub. Co. 35 c.

Scott, John A.

Luke, Greek physician and historian. 45p. S '30 c. Evanston, Ill., Northwestern Univ. pap. apply

Sims, John G., jr.

Is truth wicked? 83p. D [c.'31] Ft. Worth, Tex., Author, Box 652 pap. apply

Sleight, George N.

Magic for amateurs. 78p. diags. D [c.'30] Elgin, Ill., David C. Cook Pub. Co. 25 c.

Smith, Charles W., comp.

A union list of manuscripts in libraries of the Pacific Northwest. 57p. O '31 [Spokane, Wash., Ora L. Maxwell, Pacific Northwest Lib. Ass'n] pap. \$:

Sudlow, Elizabeth Williams, comp.

The mother's year; a little book of daily wisdom on the hopes and joys of motherhood; one quotation for each day in the year. 60p. D [c.'30] Elgin, Ill., David C. Cook Pub. Co. pap. 35 c., bxd.

Swiren, Rabbi David Bernard

Our life is like that; studies in the customs, ceremonies and symbols of Israel, and other essays. 119p. front. (por.) S c. N. Y., Bloch Pub. Co. pap. \$1.25

Talbot, A. J.

The Spartan girl; a doubtful tragedy by Euripides; adapted for modern costume, and furnished with a brighter ending. 19p. diagr. S (French's acting ed., no. 853) c.'30 N. Y., S. French pap. 35 c.

Thorne, Harold

Ready reference contract, with the new forcing system and 1931 play. no p. Tt [c.'31] [N. Y., Dutton] flex. fab., \$1

A "thumb index" guide for the contract bridge player.

Tomlinson, Everett Titsworth

Scouting with Daniel Boone. 303 p. il. D (Amer. scouting ser.) '31, c. 14, '31 N. Y., Appleton \$2

Scouting with Kit Carson. 283 p. il. D (Amer. scouting ser.) '31, c. '16, '31 N. Y., Appleton \$2

Toomer, Jean

Essentials; definitions and aphorisms [lim. ed]. 64 p. S c. Chic. [H. Dupee, 1447 N. Dearborn St.] \$3

These definitions and sayings on the nature and forms of human existence express the author's philosophy of life.

Trask, Keith

Murder incidental. 276 p. D [c.'31] N. Y., Farrar & Rinehart \$2

A triple murder story laid on the S. S. El Dictador sailing from Costaragua to New York.

Turk, Milton Haight

An Anglo-Saxon reader; with a chapter on word formation by Francis P. Magoun, jr.; rev. ed. 429 p. (3 p. bibl.) D [c.'27, '30] N. Y., Scribner \$2.50

Turner, Ella May

James Rumsey, pioneer in steam navigation 255 p. (6 p. bibl.) il., diagrs. D '30 c. [Shepherdstown, W. Va., Author] \$2.50

A biography of an 18th century American.

Turner, R. W.

The equity of redemption; its nature, history and connection with equitable estates generally. 269 p. (bibl. footnotes) O (Cambridge studies in Eng. legal hist.) '31 [N. Y., Macmillan] \$5

Van Dyke, Paul

George Washington, the son of his country, 1732-1775. 310 p. (6 p. bibl.) front. (por.) D c. N. Y., Scribner \$2.50

An account of the formative years in the life of Washington showing the part played by environment in moulding his character and future.

Van Hook, La Rue

Greek life and thought; a portrayal of Greek civilization; rev. ed. 350 p. (23 p. bibl.) il., maps, diagrs. O '30 N. Y., Columbia Univ. Press \$2.50

Villiers, Alan J.

Vanished fleets; ships and men of old Van Diemen's Land. 305 p. il., map O [c.'31] N. Y., Holt \$3.50

A colorful maritime history of the port of Hobart, Tasmania.

Voltaire, François Marie Arouet de

Selections from Voltaire, with explanatory comment upon his life and works by George R. Havens; rev. ed. 464 p. (bibl.) il. D [c.'30] N. Y., Century \$2.25

Wade, Horace

To hell with Hollywood. 301 p. D c. N. Y., Dial Press \$2

The story of the struggles, loves and disillusion of a young millionaire who goes to Hollywood believing in the movies as an art.

Wagel, Srinivas Ram

World economic depression: remedies. 152 p. O c. N. Y., Arthur Hill, Inc., 21 E. 4th St. \$2.50

Suggestions for alleviating the present widespread economic depression.

Waldron, Malcolm

Snow man; John Hornby in the Barren Lands. 302 p. il., map O c. Bost., Houghton \$3

An account of the hardships and experiences of two Englishmen, John Hornby and James Critchell-Bullock, who staked their lives for the privilege of being the first white men to live off the desolate country of the Canadian Barren Lands for an entire year, supported only by their rifles.

Wallace, Edgar

The day of uniting. 288 p. D '30 N. Y., Mystery League 50 c.

Webster, F. A. M.

Athletics of today for women. 278 p. il. '30 N. Y., F. Warne \$4.50

Webster, Noah

Webster's practical dictionary, self-pronouncing; ed. by C. M. Stephens and C. N. Catrevas; new rev. ed. 827 p. front. (col.) D [c.'31] N. Y., Grosset flex. fab. \$1

Wells, Corinne Updegraff

Money of your own; one hundred practical money-making ideas for women. 161 p. D [c.'31] Springfield, Mass., Kellogg Pub. Co. \$2

For the woman who wants to work part time or earn money at home.

White, Nelia Gardner

The gift of the king. 78 p. il. D [c.'30] Elgin, Ill., David C. Cook Pub. Co. 35 c.

A story for children.

Three great Encyclicals; labor, education, marriage. 126 p. D '31 N. Y., Paulist Press, 401 W. 59th St. pap. apply

Todd, Jessie M.

Drawing in the elementary school. 65 p. il. O (Pub'ns of Laboratory Schools, Univ. of Chic., no. 2) c. Chic., Univ. of Chic. pap. 75 c.

Towne, William E., comp.

Poems of the new day; selected poems originally published in Nautilus magazine. 64 p. S [c.'30] Holyoke, Mass., Eliz. Towne Co. pap. 55 c.

Vaidianathan, S.

What's in your mind; how to find and eliminate the hidden soul causes of failure, disease, inferiority feeling, etc. 98 p. D [c.'30] Holyoke, Mass., Eliz. Towne Co. pap. 55 c.

Waldron, Colonel William Henry

The old sergeant's conferences. 161 p. D [c.'30] Wash., D. C., Nat'l Service Pub. Co. \$1; \$1.50

Wertheim, E.

Essentials of organic and biological chemistry. 179 p. (bibl.) diagrs. O c. Easton, Pa., Chemical Pub. Co., N. 3rd St. \$2.25

West, Ruth, and Wallace, Warren L.

American history workbook. 294 p. (bibl.) il. maps Q [c.'30] Bost., Allyn & Bacon pap. \$1

Wood, George Clayton, and Carpenter, Harry A.

Science discovery book; based on Our environment; bk. 3. How we use and control it. no p. il. maps, diagrs. Q c. '31 Bost., Allyn & Bacon pap. \$1

Whitehill, Dorothy

The twins a-visiting. 224 p. front. D (Twins ser.) [c.'30] Newark, N. J., Barse & Co. 50 c.

Wiener, Miriam

Jobs, jobs, jobs. 140 p. front. (por.) D [c.'31] [N. Y., Lewis Wiener, Att'y., Golden Era Pub. Co., 521-5th Ave. \$1.50

A discussion of our present economic system which offers a solution of unemployment problems, the Bonus Vacation System.

Wiener, Willard

Rafferty. 276 p. D [c.'31] N. Y., Farrar & Rinehart \$2

The story of Will Rafferty, just an ordinary man, born on Delancey Street in New York, who knows he could rise above the events of everyday life, but does not know how.

Wiggam, Albert Edward

The next age of man. 418 p. diags. O [c.'27] N. Y., Blue Ribbon B'ks. \$1

Wingate, Charles E. L.

Life and letters of Paine Wingate, 2 v. 548 p. il., map O '30 Medford, Mass., Mercury Pr. Co., 12 Forest St. bxd. \$10

Woody, Carroll Hill

The case of Frank L. Smith; a study in representative government. 402 p. (bibl. foot-notes) il. D [c.'31] Chic., Univ. of Chic. Press \$3

"This account of the career of Frank L. Smith is presented as a case history of a political personality whose experiences involved many, if not all, of the

problems and procedures essential to the achievement of representative government in an American commonwealth."

Worthington, Greville

A bibliography of the Waverley novels [lim. ed.]. 158 p. il. O (Bibliographia no. 4) [31] N. Y., Richard R. Smith b'ds. \$7.50

With a frontispiece in collo-type and 21 facsimile title-pages.

Wright, Bruce Simpson, D.D.

Girded with gladness. 152 p. D [c.'31] Nashville, Cokesbury Press \$1

Devotional essays.

Wright, Frank Lloyd

Modern architecture; being the Kahn lectures for 1930. 114 p. il. Q (Princeton monographs in art and archaeology) c. [Princeton, N. J.] Princeton b'ds. \$4

A distinguished American architect and designer points out the possibilities open to architecture in our present age.

Wright, Mason

The army post murders. 305 p. D [c.'31] N. Y., Farrar & Rinehart \$2

An Oklahoma army post, seething with gossip and jealousies, is the scene of the murder of the over-amorous Colonel Kalendar.

Wright, Philip Lee

Air express holdup. 224 p. front. D (Air pilot ser.) '30 Newark N. J., Barse & Co. 50 c.

East bound air mail. 224 p. front. D (Air pilot ser.) '30 Newark N. J., Barse & Co. 50 c.

Title Index to The Weekly Record

Does not include the material listed in smaller type

Abbé Constantin, L'. Halevy, L. 80 c.

Doubleday, Doran

Academy for souls, The. Cosgrave, J. O. \$3.50

Farrar & Rinehart

After its kind. Nelson, B. C. \$1.50

Augsburg Pub. House

Air express holdup. Wright, P. L. 50 c.

Barse & Co.

Amateur stage management and production.

Parsons, C. S. \$2.25

Pitman

American high schools and vocational schools

in 1960. Snedden, D. S. \$1.50

Teachers College, Columbia Univ.

American waterfowl. Phillips, J. C. \$4.50

Houghton

Anatomy of bibliomania, The. Jackson, H.

\$11.25

W. V. McKee

Anglo-Saxon reader, An. Turk, M. H. \$2.50

Scribner

Architectural drawing. Farey, C. A. \$6

Scribner

Army post murders, The. Wright, M. \$2

Farrar & Rinehart

Arnold's practical Sunday school lesson commentary on the International lessons. \$1

Revell

Art of Sidney L. Smith, The. \$50

C. E. Goodspeed & Co.

Athletics of today for women. Webster, F.

\$4.50

Warne

Battling the Seminoles. \$1.50

J. O. Parrish

Bible comments for home reading; Exodus.

Goldstein, H. S. \$2

Hebrew Pub. Co.

Bibliography of the Waverley novels, A.

Worthington, G. \$7.50

Richard R. Smith

Binkie's blue jacket. Strang, Mrs. H. 50 c.

Barse & Co.

Book about the English Bible, A. Penniman,

J. H. \$2

Univ of Pa. Press

Book of devotions. A. Clark, A. L. 60 c.

Morehouse Pub. Co.

Book of devotions, A. Ivins, B. 60 c.

Morehouse Pub. Co.

Bridging the seven seas. Langley, J. P. 50 c.

Barse & Co.

Brooks of the Valley Airways. Litten, F. N.

\$2

Appleton

Browne (John Ross), California pioneer. \$1.50

Lathrop C. Harper

Burr (Aaron). Kerkhoff, J. D. \$3.50

Greenberg

Burton, Arabian Nights adventurer. Downey,

F. D. \$3

Scribner

Campbell (Alexander). Smith, B. L. \$2.50

Bethany Press

Campus medal, The. Littell, M. 35 c.

David C. Cook Pub. Co.

Case for action, The. Pearse, I. H. \$1.75

Chic. Medical B'k. Co.

Case of Frank L. Smith, The. Woody, C. H.

\$3

Univ. of Chic. Press

Censorship and the public library. Bowerman,

G. F. \$2.75

H. W. Wilson

Children's book of hymns, The. \$2.50

Revell

Chute, La. Hugo, V. M. 80 c.

Doubleday, Doran

- College Shakespeare, The. \$1.90 Macmillan
Comte de Monte-Cristo, Le. Dumas, A. 80 c.
Amer. Bk.
Cummings, E. E. (no title). \$7.50
Corvici, Friede
Day of uniting, The. Wallace, E. 50 c.
Mystery League
Death walks in Eastrepps. Beeding, F. 50 c.
Mystery League
Documents in the case, The. Sayers, D. L.
Brewer & Warren
Don Juan. Delteil, J. \$2.50 Cape & Smith
East bound air mail. Wright, P. L. 50 c.
Barse & Co.
Elementary treatise on actuarial mathematics,
An. Freeman, H. \$8.50 Macmillan
Enchanted dust. Drake, E. \$2 Houghton
English-Arabic dictionary. Tabet. \$2.50
G. E. Stechert
Equity of redemption, The. Turner, R. W.
\$5 Macmillan
Erewhon. Butler, S. \$10 Cheshire House
Essentials. Toomer, J. \$3 H. Dupee
Estimates in art; ser. 2. Mather, F. J., jr.
\$2.50 Holt
Ethical principles in theory and practice.
Driesch, H. \$2.75 Norton
Evangelical offices of worship. Guthrie, W. N.
\$2 Schulte Press
Everyday spelling; 1st bk. Suzzallo, H. 48 c.
Amer. Bk.
Famous pictures. Barstow, C. L. \$2 Century
Fine prints of the year, 1930. Salaman, M. C.
\$10 Minton, Balch
Food poisoning and food-borne infection.
Jordan, E. O. \$2.50 Univ. of Chic. Press
Four and twenty toilers. Lucas, E. V. \$2.50
Longmans
From Maumee to Thames and Tiber. Sihler,
E. G. \$5 N. Y. Univ. Press
Gendre de Monsieur Poirier, Le. Augier, E.
80 c. Doubleday, Doran
Genealogy as pastime and profession. Jacobus,
D. L. \$2.50 Tuttle, Morehouse & Taylor
Geological-ages hoax, The. Price, G. M. \$1.25
Revell
Gift of the king, The. White, N. G. 35 c.
David C. Cook Pub. Co.
Gin and bitters. Riposte, A. \$2.50
Farrar & Rinehart
Girded with gladness. Wright, B. S. \$1
Cokesbury Press
Greek life and thought. Van Hook, L. \$2.50
Columbia Univ. Press
Hands. Atworth, M. H. \$1.50
Christopher Pub. House
Haunthouse. Macdonald, Z. K. \$2 Appleton
Higher arithmetic, A. Stone, J. C. \$1.20
B. H. Sanborn
His very own. Harrison, N. B. \$1; 60 c.
Bible Inst. Colportage Ass'n.
History of entomology, A. Essig, E. O. \$10
Macmillan
History of the Jews in the United States, A.
Levinger, L. J. \$2
Union of Amer. Hebrew Congregations
Home of my dreams, The. Burkhart, R. A.
35 c. David C. Cook Pub. Co.
- Homes and gardens in old Virginia. Massie,
S. W. \$5 Garrett & Massie
Hopkinson (Joseph). Konkle, B. A. \$4
Univ. of Pa. Press
House opposite, The. Farjeon, J. J. \$2
Dial Press
If I be lifted up. Shoemaker, S. M., jr. \$1.50
Revell
Indian twins, The. Perkins, L. F. 88 c.
Houghton
Island of gold, The. Collins, B. G. \$1.25
Revell
Jobs, jobs, jobs. Wiener, M. \$1.50
Louis Wiener
Kinds of love. Eastman, M. \$2.50 Scribner
King Lear. Shakespeare, W. \$15
David Magee
Kinney (Troy). \$2.50 Crafton Collection
Let's go fishing. Reitell, C. \$2.50
Whittlesey House, McGraw-Hill
Letters and papers of Major-General John
Sullivan, Continental Army. \$10
N. H. Historical Soc.
Lewis (Martin). \$2.50 Crafton Collection
Life and adventures of Carl Laemmle, The.
Drinkwater, J. \$3.50 Putnam
Life and letters of Paine Wingate. Wingate,
C. \$10 Mercury Pr. Co.
Life of the Empress Eugénie, The. Sencourt,
R. E. \$5 Scribner
Life story of Presley Marion Rixey, The.
Rixey, P. M. \$5 Shenandoah Pub. House
Long defence, The. Donauer, F. \$2
Longmans
Manuscript writing. Corser, J. \$1
Harter Pub. Co.
March of mind, The. Brooks, T. J. \$1.50
J. W. Clement Co.
Men, women and conflict. Bartlett, B. A. \$3
Putnam
Modern architecture. Wright, F. L. \$4
Princeton
Modern shotgun, The; v.1. Burrard, G. \$5
Scribner
Money of your own. Wells, C. U. \$2
Kellogg Pub. Co.
Moody's (Mrs. William Vaughn) cook-book.
\$3.50 Scribner
Moon over Broadway. Hellinger, M. \$2.50
William Faro
More boners. Abingdon, A. \$1
Viking
Morgan in Jamaica. Lindsay, P. \$6
W. V. McKee
Mother Nature's little people. Jamison, L.
72 c. F. A. Owen Pub. Co.
Motion pictures and lantern slides for elemen-
tary visual education. Brown, H. E. \$1
Teachers College, Columbia Univ.
Murder incidental. Trask, K. \$2
Farrar & Rinehart
Music and the out-of-doors. Snow, L. G. \$1.25
Slingerland-Comstock Co.
My favorite recipes. Swann, M. L. \$2.50
Caspar, Krueger, Dory Co.
My own picture book. 50 c. Barse & Co.
Nameless longing, The. Simpson, H. L. \$2
Harper

New Hoyle, The. Hoyle, E. \$1; 50 c.
Laidlaw Bros.
Next age of man, The. Wiggam, A. E. \$1
Blue Ribbon Bks.
Novius organum. McKerrow, J. C. \$3
Longmans
Now we're loggin'. Hosmer, P. \$2
Metropolitan Press
Nuttall encyclopaedia, The. \$3; \$5 F. Warne
Old-world foundations of the United States.
Kennedy, W. \$1.28 Benziger Bros.
Old world origins of American civilization.
Reynolds, J. J. \$1.20 Noble & Noble
Pacific area, The. Condliffe, J. B. 50 c.; 35 c.
Amer Lib. Ass'n.
Pagan and Christian creeds. Carpenter, E. \$1
Blue Ribbon Bks.
Paul: the Christian. \$2.50 Cape & Smith
Pelham-Holles (Thomas), Duke of Newcastle.
Nulle, S. H. \$2.50 Univ. of Pa. Press
Personal problems for men and women. Bow-
man, K. M. \$3.50 Greenberg
Perspective projection. Freese, E. I. \$1.50
Pencil Points Press
Physical basis of personality, The. Stockard,
C. R. \$3.50 Norton
Platonic tradition in Anglo-Saxon philosophy,
The. Muirhead, J. H. \$5 Macmillan
Poems for enjoyment. Lieberman, E. \$1.40
Harper
Popular animal stories for juniors. Thomp-
son, J. 35 c. David C. Cook Pub. Co.
Portraits and personalities. Bridge, J. H. \$6
Brentano's
Prisoners of Spirit Mountain. Hayne, C. S.
35 c. David C. Cook Pub. Co.
Public elementary school plant, The. Spain,
C. L. \$4 Rand, McNally
Quatre-vingt-treize. Hugo, V. M. 80 c.
Doubleday, Doran
Radiant life, The. Bunting, J. S. \$1.50
Revell
Rafferty. Wiener, W. \$2 Farrar & Rinehart
Ready reference contract. Thorne, H. \$1
Dutton
Realm of the air, The. Talman, C. F. \$4
Bobbs-Merrill
Roget dictionary of synonyms and antonyms.
\$3.50; \$4 Putnam
Rosenberg (Louis Conrad). \$2.50
Crafton Collection
Rumsey (James), pioneer in steam navigation.
\$2.50 E. M. Turner
Samson and Delilah. Salten, F. \$2.50
Simon & Schuster
Sartor resartus. Carlyle, T. \$10
Lim Eds. Club
School festival, The. Linnell, A. \$1.25
Scribner
Science and first principles. Northrup, F. \$3
Macmillan
Scouting with Daniel Boone. Tomlinson, E. T.
\$2 Appleton
Scouting with Kit Carson. Tomlinson, E. T.
\$2 Appleton
Selection of incunabula, A. \$5; \$8.50
Lathrop C. Harper
Selections from Voltaire. \$2.25 Century
Slabside book of John Burroughs, The.
Haring, H. A. \$2.50 Houghton

Snow man. Waldron, M. \$3 Houghton
Solid South. Campbell, L. 75 c. S. French
Southern melodies. Hamilton, F. E. \$1.50
Christopher Pub. House
Spiritual pilgrimage, A. \$3 Longmans
Sporting prints by N. Currier and Currier and
Ives. Peters, F. J. \$30
Antique Bulletin Pub. Co.
Standard catalog for public libraries. Sears,
M. E. \$3.50 H. W. Wilson
Star myths from many lands. Renick, D. W.
88 c. Scribner
Stories of the South, old and new. Hibbard,
C. A. \$3 Univ. of N. C. Press & Norton
Stories, rhymes and pictures. Strong, Mrs. H.
50 c. Barse & Co.
Story of Everest, The. Noel, J. \$1
Blue Ribbon B'ks.
Story of "Mormonism," The. Talmage, J. E.
75 c. Deseret B'k. Co.
Tâche du petit Pierre, La. Mairat, J. 80 c.
Doubleday, Doran
Tale of the wee little old woman. Beskow, E.
\$1.25 Harper
Talks about Beethoven's symphonies. Thomas
T. \$2.50 O. Ditson
To hell with Hollywood. Wade, H. \$2
Dial Press
Tragedies of progress, The. Ferrero, G. L.
\$3.75 Dutton
Trott and his little sister. Lichtenberger, A.
\$2.50 Viking
Twins a-visiting, The. Whitehill, D. 50 c.
Barse & Co.
Two little gardeners. Strang, Mrs. H. 50 c.
Barse & Co.
Unemployment benefits in the United States.
Stewart, B. M. \$7.50
Industrial Relations Counselors
Ups and downs of man. Hill, R. G. \$5
Pacific Pub. Co.
Vanished fleets. Villiers, A. J. \$3.50 Holt
Verses. Shipman, H. \$2 Appleton
Viewpoints in educational psychology. Cam-
eron, E. H. \$2.50 Century
Wall Street and Lombard Street. Hirst, F.
W. \$2 Macmillan
Washington (George), the son of his country.
Van Dyke, P. \$2.50 Scribner
Washington pre-eminent. Bartlett, A. H. \$4
Brentano's
Webster's practical dictionary. Webster, N.
\$1 Grosset
Who's Who in poetry in United States. Mc-
Naught, R. L. \$2.50 Lang-Fuller Pub. Co.
With Pershing at the Front. Kay, R. 50 c.
Barse & Co.
Woman and the new race. Sanger, M. H. \$1
Blue Ribbon B'ks.
Works of Martin Luther; v. 4. \$3
A. J. Holman Co.
World economic depression. Wagel, S. R.
\$2.50 Arthur Hill
World's aeroplanes and airships. Jackson, G.
G. \$2.50 Lippincott
Younger brother, The. Correll, H. 35 c.
David C. Cook Pub. Co.
Your complete life. Bankes, W. J. \$1.25
Christopher Pub. House
Your dog. Lewis, N. W. \$5 Putnam

Old and Rare Books

Frederick M. Hopkins

AMERICAN historical autograph letters from the collection of Henry Woodhouse of this city, were sold by the American Art Association Anderson Galleries, Inc., on March 30, 222 lots bringing \$7,056. A few representative lots and the prices realized were the following: Alexander Brown's Manuscript of "The Genesis of the United States," 1,750 pp., small folio, May, 1890, \$160; Five autograph documents on one sheet, each signed by General Washington, while in command of the Virginia forces during the French and Indian War, \$950; an unsevered strip of six lottery tickets, once the property of Washington, on which his winnings amounted to 568½ acres, \$55; A.L.S. of John Adams, 1 p., 4to, to Miss Lomax, Quincy, September 14, 1813, \$150; A.L.S. of John Marshall, 2 pp., 12mo, Richmond, February 19, 1781, to William B. Giles, \$65; A.L.S. of Thomas Paine, 1 p., 4to. n. p., to Robert Morris, \$65; A.L.S. of General Anthony Wayne, 4 pp., 4to, Sharon, June 22, 1782, to General Greene, \$55; A.L.S. of Chief Justice John Jay, 1 p., 4to, New York, March 10, 1790, to Richard Law, \$105; and a tinted daguerreotype of President Lincoln with five others taken in front of Washington's tomb at Mount Vernon, \$450.

PRINCETON UNIVERSITY LIBRARY has an ingenious way of making its need known to those likely to help it. It has an organization known as "Friends of Princeton Library," which prints occasionally *Biblia*, a publication devoted to the interests of Princeton Library. Its committee tells its friends just how they can help the library. The third number of *Biblia* has just appeared, accompanied with a list of more than a thousand volumes that it would like to add to Princeton Library.

The committee says: "Next to the quality of men who make up its staff, there is nothing so indispensable to the English Department as a great collection of books. These two matters are closely related; for one cannot hope to attract and retain the ablest teachers and scholars unless one provides for them the essential implements of their profession. The necessary books may be divided into two main categories: those which are tools of literary study, and those which are the materials on which it works. In the first category fall books of reference—dictionaries, bibliographies, and special studies of various authors and periods. In general, the best books of this type are the most recent, and are, therefore, easily bought, at no very great expenditure of money. The funds now available are fairly adequate to meet this need and to purchase the important new books which are constantly being published. Hardly any margin of income is left, however, to provide for the strengthening of the university library in the books which serve as the materials of literary study. Here the need is for books printed long ago—first editions of books of the seventeenth, eighteenth and nineteenth centuries, copies of obscure writings from these centuries which can be had only in contemporary editions and which, though often of slight literary value in themselves, are of the utmost significance because of the light which they throw on the tastes and interests of a bygone generation from which some great masterpiece has emerged." The committee explains that it lacks the money to make these purchases, the time to read booksellers' and auction catalogs, and to make the purchases if it had the resources. It therefore asks the cooperation of its friends and *Biblia* gives them just the information that is needed to cooperate successfully.

THE library of the late Katherine Duer Blake, member of an old New York family much interested in literature and an author herself, will be sold by the American Art Association Anderson Galleries, Inc., April 16 and 17. The 416 lots first editions of American and English authors, choice sets of standard authors, many handsome levant bindings, and a few fine autograph letters. One of the most valuable letters is one written by Percy Bysshe Shelley to Thomas Medwin, defending "Prometheus Unbound" and "The Cenci." The letter bears the date, Pisa, Italy, July 20, 1820. The rarer and more valuable lots include a choice set of Pickering's Aldine British Poets in full levant morocco by Zaehnsdorf; the first edition of Coleridge's "Poems on Various Subjects," 1796; a collected set of the first editions of Thomas Carlyle; a choice copy of the Doves Bible in a full levant morocco binding by Zaehnsdorf; a collected set of the first editions of Charles Kingsley; a set of the first editions of Thackeray's Christmas books; and many others of similar importance.

IMPORTANT first editions of English and American authors, many in fine bindings, will be sold by the Chicago Book and Art Auctions, Inc., in Chicago, April 14 and 15. Among the authors represented by first editions more or less rare are Lord Byron, Mark Twain, Cooper, Richard Henry Dana, Jr., Drinkwater, George Eliot, Gissing, Howells, Lang, Longfellow, Joaquin Miller, George Moore, Swinburne, Thackeray, and Wilde. Among the rarer lots is a fine copy of Dana's "Two Years Before the Mast," and Dr. Samuel Johnson's "Dictionary of the English Language," both first editions. The same auction company will hold a sale of Americana, American first editions and American autographs and prints on about April 29. This will be one of the finest sales of the season offering rare American items concerning American life and letters.

SIR THOMAS MORE'S "English Works," were first published in collected form in 1557 under William Rastell's editorship in a black letter edition of 1,491 pages, and for 370 years they have found no second publisher. The Dial

Press announces for immediate publication the first two volumes in a facsimile edition of this work to be issued in seven volumes and reedited by W. E. Campbell, with introductions and philological notes by R. W. Chambers, M. A., D. Litt., F.B.A., Quain Professor of English Language and Literature, University of London, King's College, together with a version of the same in modern spelling and appropriate historical introductions, philological notes, collations, and appendices. A few numbered sets are available in an edition de luxe bound in full morocco.

JOHAN BUNYAN'S House Beautiful, familiar to all readers of his "Pilgrim's Progress," is threatened with destruction. In an effort to save what remains of the fine early seventeenth century mansion at Houghton Conquest in Bedfordshire, which was the original of the House Beautiful, an appeal for financial assistance has been made to the Pilgrim Trust, which administers the \$10,000,000 gift of Edward S. Harkness for the preservation of literary and historic landmarks. This famous old house is now a roofless ivy-clad ruin with a tall tree growing in the middle of its great hall, but even the ruins are now threatened with destruction.

Auction Calendar

Tuesday and Wednesday evening, April 14th and 15th, at 8 o'clock. Important first editions of English and American authors in fine bindings, Cooper, Dana, Drinkwater, Galsworthy, Gissing, Lawrence, Lowell, Robinson, Wells, etc. (No. 7; Items 476.) Chicago Book & Art Auctions, Inc., 410 South Michigan Ave., Chicago, Ill.

Thursday and Friday afternoons, April 16th and 17th, at 2:15. The library of the late Katharine Duer Blake, New York. (Items 416.) American Art Association Anderson Galleries, Inc., 30 East 57th St., New York City.

Catalogs Received

American history, including also such late 18th and early 19th Century American printed works as tend to show the rise and development of American literature, medicine, law, religion and politics. (No. 34; Items 546.) Argosy Book Stores, Inc., 45 Fourth Ave., New York City.

American literature from the 17th century to the present time. (No. 206; Items 679.) Goodspeed's Book Shop, 7 Ashburton Place, Boston, Mass.

Americana, Colorado, Indians, overland expeditions, Texas, the Far West, etc., with the addition of a fine collection of books on Lincoln, the Civil War and general American history. (Items 464.) Fred A. Rosenstock, 406 15th St., Denver, Colorado.

Americana. (Items 92.) Stanley O. Bezanson, 31 Ames Bldg., 1 Court St., Boston, Mass.

Autographs. (No. 700; Items 500.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

The Weekly Book Exchange

How to use "Books Wanted" and "For Sale"

TERMS: Under "Books Wanted" (a service for booktrade only) 15c. a line to subscribers, no charge for address; to non-subscribers, 20c. a line, charge for address.

Under "Books for Sale" (not restricted) 15c. a line to subscribers, 20c. to non-subscribers. All other classifications 20c. a line. Bills rendered monthly.

Write plainly on one side of paper. The Weekly is not responsible for typographical errors. Illegible "wants" ignored. Each title must begin

on a separate line except grouped titles by one author. Objectionable books excluded when noted. If books wanted were originally published in a foreign language, state whether original or translation is desired.

In answering state edition, condition and price including transportation.

Give your name and address.

Credit responsibility of advertisers is not guaranteed but space in the columns will be denied to dealers who misuse it.

BOOKS WANTED

ABBEY BK. SHOP, BOX 144, LORAIN, OHIO
Early curiosa, private presses, esoterika.

ACADEMY BOOK SHOP, 57 E. 59TH, NEW YORK
Hudson. History of Journalism.
Curzon. Lecture on Elephants.

ACADEMY BK. STORE, 335 W. GRAND RIVER AVE.,
DETROIT, MICH.
Monarch and Men. Maximilian Harden.
Dream Affair Women. Henry Williamson.

ALCOVE BK. SHOP, 936 B'WAY, SAN DIEGO, CAL.
Wolle. Fresh-Water Algae of U. S. Vol. 1.
Books on Microscopy and Water Biology.
In Tune with Infinite. Several, cheap.

ALLEN'S BK. STORE, 82 GENESEE, AUBURN, N. Y.
Munger. On the Threshold. H. Mifflin.

APPLE TREE BK. SHOP, 32 WARREN, CONCORD,
N. H.
Maud Diver. Lilamani.

D. APPLETON & Co., 35 W. 32ND ST., NEW YORK
Technic of Rest. Anna Callender Brackett.
Harper.

ARCHWAY BK. STORE, 47 N. 9TH ST., PHILA.
Ludwig Lewisohn. Case of Mr. Crump.

ARGOSY BK. STORES, 45 FOURTH AVE., N. Y.
80 Years and More. E. C. Stanton.
Woman's Bible. Ed. Stanton.
Margaret Fuller. C. Anthony.
Speeches, Letters and Writings. E. C. Stanton.
Early copies Mag. The Lily, Woman's Tribune,
Woman's Journal. Ed. Lucy Stone.
Ward. Sage Brush Parson.
Chapters from Childhood. Julien Soskin.
Mason. Art of Music. 14 vols.
Genealogy of Treat Family. Sam'l Treat.
Cervantes. Shevill.
An Urning's Love. J. M. Stuart.
Ye Soul Agonies in Ye Life Oscar Wilde.
Trial of Oscar Wilde. From shorthand reports.
Resurgam. Uupub. Letters by O. W.
Suppressed portion of De Profundis.
Oscar Wilde. A Retrospect. Bendz.
Stray Notes on Personality & Writings of O. W.
Poet and the Puppets. Brookfield.
Aristophanes at Oxford. O. W.
Oscar Wilde Callendar. Ed. Stuart Mason.

ARGUS BOOK SHOP, 333 S. DEARBORN, CHICAGO
Chas. S. Brooks. Frightful Plays. 1st ed.; A
Thread of English Road. 1st ed.; Like
Summers Cloud. 1st ed.

Thomas Craven. Paint.
Lewis, Sinclair. The Innocents; The Trail of
the Hawk. 1st eds.

Hergesheimer. Three Black Pennies. 1st ed.
Strickland. Lives of the Queens of England.
Barrie ed. Vol. 12 only.

Pyle, Howard. Men of Iron. 1st ed.

Garland Family Genealogy.

Fuller. A.D. 2000.

Blanchard, H. P. After the Cataclysm.

Drayton, Chas. Life Beyond Death With Evi-
dence.

Serviss, Garrett P. Moon Maiden.

Tomlinson, H. M. Out of Soundings. Ltd. ed.
Louisiana and a Fair Barbarian. Frances Hodg-
son Burnett.

In the Fairyland of North America. Herbert
Quick.

Tillier. My Uncle Benjamin.

G. A. BAKER & Co., 247 PARK AVE., NEW YORK
Cooper. Miles Wallingford. Townsend & Co.
Cooper. Heidenmauer. Townsend & Co. 1860.
Soyer. The Pantropheon. Ticknor & Fields.
Wilson. When a Man Comes to Himself. 1915.
Wilson. On Being Human. 1916.
Wilson. President of the United States. 1916.
Wilson. Constitutional Government. 1908.

BANCROFT BK. STORE, 2201 TELEGRAPH AVE.,
BERKELEY, CAL.

G. Salmon. Higher Plane Curve. English ed.

BAPTIST BK. STORE, 223 W. 1ST, OKLAHOMA CITY,
OKLAHOMA

Destruction and Reconstruction. Richard Tay-
lor.

Christmas Evans. Any Sermons.

BARNES & NOBLE, 76 5TH AVE., NEW YORK
Findlay. Cost of Mining. McGraw.
Gilbreth. Applied Motion Study. Mac.
Smith, Wallace. Little Tigress. Putnam.
Tower. Hist. Amer. Whale Fishery. Univ.
Penn.
Craddock, Murfree. Story of Old Fort Loudon.
Macmillan.
Chronicles of America. Vol. 49. Educ. ed. Yale
Univ.
Poole. Index to Periodical Literature, abr. 1901.
Houghton.

Books Wanted—Continued

BARNES & NOBLE—Continued

- Gross. Sources and Literature of Eng. Hist. from Earliest Times to 1485. 2nd ed. 1915. Longmans.
- Watson. Encyclopaedia and Dict. of Education. 4 vols. Putnam.
- Buchanan & MacFee. Annotated Bibliography of Mod. Language Methodology. Univ. of Toronto.
- Chamberlain, B. H. Practical Introd. to Study of Japanese Writing. Moji no Shimbe. Crosby Lockwood & Son.
- Hedrick & Kellogg. Application of the Calculus to Mechanics. Ginn.

BEACON BK. SHOP, 43 E. 45TH ST., NEW YORK
C. Evans. My People.
Dolly Dialogues.

BEAUMONT'S GEOGRAPHIC EXCH., 1108 CHESTNUT ST., ST. LOUIS, MO.
Nat. Geographic Magazines. Mar., 1919; also all others prior to 1914.
Quote the lowest price. Request for "offers" will be ignored.

BENNETT BK. STUDIOS, 240 W. 23RD ST., N. Y.
Fair wholesale prices for old and modern outstanding American first eds., mss., journals and A.L.S., 17th & 18th century items especially desired but nothing religious after 1730.

Books later than 1830 must have original wrappers or binding, cloth or boards, in usable state, and recent publications must be really fine. Books before 1830 may be "binding copies."

Early American fiction and sport items very welcome. Also, 1st American eds. of English classics and some early 19th century vols., such as Opium Eater.

We want only items of very material value. No legitimate proposition too big.

C. P. BENSINGER CABLE CODE BOOK CO.,
17 WHITEHALL ST., NEW YORK
Western Union, Lieber 5-Letter Codes.
Schofield General Telegraphy A. B. C. 6th.
Peterson Banking; Boe. Bunting Code.
Any American Foreign Language Code.

A. F. BIRD, 22 BEDFORD ST., LONDON, W.C.2
Davis, C. G. Ship Models. Marine Research Society.

BLESSING BK. STORES, 63 E. ADAMS, CHICAGO
Bacon. Forming of the Church.
Greek Romances of the Bohn Library of Classic Literature.

BLUE BK. SHOP, 5330 GERMANTOWN AVE., PHILA.
Pamphlets on Laurel Hill Cemetery, Phila.

BOOK ART SHOP, 160 E. MARKET ST., YORK, PA.
Wallace Nutting. Clock Book. Any ed.
B. & O. Catalogue of Centenary Exhibition of Railroad. Any ed. cheap.

BOOK SHOP, 113 E. WISHKAH, ABERDEEN, WASH.
Schoolcraft. On the American Indian: His Poems and Folklore.

BOOKE SHOP, 4 MARKET SQ., PROVIDENCE, R. I.
Crete the Forerunners of Greece.
Pershing. My Experiences in the World War. Signed copy.

BOOKE SHOP—Continued

Milton. Of Reformation Touching Church Discipline in Eng. Ed. W. T. Hale. Yale Studies. Cheap.

Milton. Tenure of Kings and Magistrates. W. T. Allison. Yale Studies.

La Jeunesse de Shelley. A. H. Kozul.

All Critical works on Shelley.

Corners of Old Grey Gardens. Illus. Margaret Waterfield.

THE BOOKERY, 1647 WELTON, DENVER, COLO.
S. Baring-Gould. The Lost and Hostile Gospels.

THE BOOKERY, WINTER PARK, FLORIDA
Grierson, Arthur. Beaux and Belles.
Cook, Edmund Vance. Chronicles of a Little Tot.

Bierce, Ambrose. Complete works. Neal ed.

BOOKSHELF, 10547 EUCLID AVE., CLEVELAND, O.
Engelmann, George J. Labour Among Primitive Peoples. S. H. Chambers. 1883.

Cook, William H. Through Five Administrations. Harper.

Rockwell Kent. Moby Dick. Ltd. ed.

THE BOOKSHOP, 83 SOUTH, MORRISTOWN, N. J.
Vincent Nolte. 50 Years in Both Hemispheres, or Reminiscences of Life of Former Merchant.

Alice Huger Smith. Dwelling Houses of Charleston.

Quotations mislaid. Please quote again.

BOULEVARD BK. SHOP, 122 S. MICHIGAN, CHICAGO
Northend: A Book of Epitaphs.

BRENTANO'S, 63 E. WASHINGTON ST., CHICAGO
We appreciate each quotation on separate card:
Hanford. Creative Personality. Johns Hopkins.
Seven Miles to Arden. Sawyer; Primrose Ring.
How Could You, Jean? Brainard.
With This Ring. Lea.

Practical Study of Languages. Sweet.

Green Bay Tree. Bromfield. 1st ed.

Marble Faun. Faulkner. Seven Seas pub.

Williamson. Bro. to Sioux. Barton.

Mary & I Among Sioux. Riggs.

Business Etiquette. Brady. D., D. Co.

Surgeon's Philosophy. Morris.

Doctors and Folks; Microbes and Men. Morris.

Biog. Lester P. Ward. Cape.

Sonnets to Red-Haired Lady. Marquis.

Eight European Plays. Ed. Katzin.

Sound and Fury. Henly.

Typewriter Secrets. Frierson. 2 vols.

Old Houses of Conn. Trowbridge. Mint copy.

Evolution of Religion. Farnell.

Egede. Missionary to Greenland. 1873.

Outlines of Educ. Doctrine. Herbart.

Business Cycles. Mitchell.

Paradise Lost. Bks. 1 & 2. Longmans. 1896.

In the Footsteps of the Poets. Masson.

Selected Essays. Lockwood. H. M. & Co. 1911.

Italian Influences. Schuyler. C. S. S. 1901.

Introd. to Prose of Milton. Corson. Macm. 1899.

Milton as Writer on Educ. Madison.

Remarks Character Milton. Channing.

Paradise Lost. Baker & Scribner. 1850.

Notes on Milton's Ode Nativity. Cook.

Miltonic Enigmas. Gettysburg. 1921.

Comus. Dodd, Mead & Co. 1903.

Shadow Eater; Chameleon; Dr. Casseras.

Publicity. Riis.

BRENTANO'S, 1 W. 47TH ST., NEW YORK
Grant. The Sun Maid.
Books on Fans.

BRENTANO'S—Continued

Butler. Lives of Saints. 1756.
 Sanderman. Metternich.
 Burkel. New Testament. 1796. 1st American.

BRENTANO'S, 1322 F ST., N.W., WASH., D. C.
 Ludendorff. My Own Story.
 Who's Who in America. All vols. previous to Vol. 15.

LeBon. World in Revolt.
 Ballantyne. Saukha Aphorisms of Kapila. London. 1885.
 Munthe. Story of San Michele. 1st Amer. ed.
 O'Brien. Best Short Stories of 1924.
 Spaulding, Wright & Nickerson. Warfare.
 Tennyson. Memoirs of Tennyson.
 Burlington Magazine. Jan., 1931.

BRICK ROW BK. SHOP, 231 ELM, NEW HAVEN, CT.
 Marquis, Don. Sonnets to a Red-Haired Lady.
 Wylie. Jennifer Lorn; Venetian Glass Nephew.

BRIDGMAN & LYMAN, NORTHAMPTON, MASS.
 Chamberlain. Taxi.

M. H. BRIGGS, 506 S. WABASH, CHICAGO
 Best prices in quick cash for following:
 Western History: Any book, pamphlet, map, view, manuscript, early magazine or newspaper files dealing with the pioneer history of any state west of Pennsylvania.

Overland Journeys to the West.
 Narratives of Explorers and Pioneers.
 Tales of Indian Fighting and Captivities.
 Pony Express, Overland Stages and Mail.
 Western Gold Fields and Mining Life.
 Cattle Trade, Ranch and Cowboy Life.
 Santa Fe Country, Trade and Traders.
 Fur Trade and Traders. Mormons.
 Rangers, Outlaws, Vigilance Committees.
 Railroads, especially to Pacific.
 Chicago. Directories, street maps, views, guides, almanacs, etc., before 1871.
 Abraham Lincoln. Autograph material, photogs., colored portraits, cartoons, songs, songsters.
 Unusual books, pamphlets, broadsides entirely by or about Lincoln. Any date or language.

It will pay well to quote anything above.

PHILIP BROOKS, 225 BROADWAY, NEW YORK
 Faulkner, W. Any 1sts.
 Galsworthy. Silver Spoon. 1st Eng.
 Hay, John. Books, association, mss.
 Huneker. Franz Liszt. 1st.
 Lawrence. The Rainbow. 1st Eng.
 Legouis. Wordsworth. 1st Eng.
 Wandering Jew. Material Relating to the Myth.
 Wells. Mr. Britling. 1st.

FRANK C. BROWN, 44 BROMFIELD, BOSTON, MASS.
 Hunting, Hawking and Shooting. Illustrated in a Catalogue of Books, Manuscripts, Prints and Drawings, collected by C. F. G. R. Schwerdt. 3 vols. London. 1928.

Bent. Life Histories of N. A. Birds. Pt. 1, Diving Birds; Pt. 2, Gulls; Pt. 3, Petrels; Pt. 4, N. A. Wild Fowl.

The Auk. 1902. Bowdish. Birds of Porto Rico.

BROWN'S BK. SHOP, 621 STATE, MADISON, WIS.
 Galpin. Old English Instruments of Music.
 Frothingham. American Reinforcements.
 Gerbert Von Horman. Scriptores Ecclesiastica de Musica Sacra. 3 vol. ed.
 Feyjoo. Eight Essays or Discourses. 1779 ed.
 Frere, J. H. Miscellaneous Writings. Trans. from Cid. 1867 ed. Preface by R. H. Shephers Pickering.

Weekly Book Exchange

H. L. BRYANT, 908 LEXINGTON AVE., FT. SMITH, ARK.

Harte. Luck of Roaring Camp; Heathen Chinee. 1sts.

BRYANT BK. SHOP, 72 W. 48TH, NEW YORK
 Book of Knowledge. Set. Late ed.
 Sinclair Lewis. Innocents.
 James J. Hill. Pyle.

BURROWS BROS. CO., 633 EUCLID, CLEVELAND, O.
 Taft. Four Aspects of Civic Duty.
 Hazlitt. Venetian Republic.
 Gunsmith's Manual.
 History of the Ancient Ryedales.
 Faulkner. 1st eds.
 Young and Old Puritans of Old Hatfield.
 Loss of the S.S. Titanic.
 Diary of John Muller.
 Most Popular Selections from the Operas.
 Ben Hecht. Christmas Eve.

BURTON'S, 1243 ST. CATHERINE, W., MONTREAL.
 Taxidermy. Capt. Thos. Brown.

BYRON, INC., FISHER BLDG., DETROIT, MICH.
 Floyd L. Darrow. Through Science to God.

CARLETON COLLEGE LIBRARY, NORTHFIELD, MINN.
 Brown. Significant Paragraphs from Progress and Poverty.
 Calmour. Fact and Fiction about Shakespeare.
 Dewey. Logical Conditions of a Scientific Treatment of Morality.
 Dewey. Outlines of Ethics.
 Dodd. Woodrow Wilson and His Work.
 Fell. Etruria and Rome.
 Fisher. The Rate of Interest.
 Flick. The Rise of the Medieval Church.
 Gerstenberg. Business Organization.
 Gide. Dostoevsky.
 Holland. Builders of United Italy.
 Lauderdale. Inquiry Nature and Origin Public Wealth.
 Maude. Leo Tolstoy. 1 vol. ed.
 Meynell. Little Chronicle Magdalena Bach.
 Murry. Fyodor Dostoevsky.
 Ross. Theory of Pure Design.

CARTERET BK. SHOP, 43 HALSEY, NEWARK, N. J.
 Miller. Glimpses Through Life's Windows. Crowell.
 Encyclopedia Britannica. 13th ed. 32 vols.

CASS-DETROIT B'KSHOPS, 1737 CASS AVE. DETROIT
 Johnson. Gardeners' Dictionary.
 Cleveland and Thurman.
 Pickering, O. Life of Timothy Pickering.

CAXTON BK. SHOP, 35 W. 44TH, NEW YORK
 1st eds.: Hearn; Cabell; Sister Carrie; Beer-bohm; Cruikshank; Tom and Jerry in France; Incunabula; illuminated Mss.

CENTAUR BK. SHOP, 1224 CHANCELLOR, PHILA.
 James Branch Cabell. Jurgen. 1st ed.
 Marcel Proust. Swann's Way. 2 vol. ed.
 Tom Graham. Stokes. Hike and the Aeroplane. 1912.
 Cornelius Weygandt. The Red Hills. 1st ed.
 Nonesuch Shakespeare. Vols. 1, 2.

CENTRAL BOOK CO., 93 NASSAU ST., NEW YORK
 Constitut'l Convention Debates, Jrnl's.; Bar Asso. Repts.; Law Jrnl's.; early Laws of all States.

Books Wanted—Continued

CENTRAL LIB. SERVICE, 418 MAIN, CINCINNATI, O.
Who's Who. 1928.
Lewis. Self Mastery and Fate with the Cycles of Life.
Southworth. Bride's Fate.

C. SPENCER CHAMBERS, 130 W. GENESEE ST., SYRACUSE, N. Y.
Playbills; Slavery Broad sides; Actors, A.L.S.

G. M. CHANDLER, 75 E. VAN BUREN, CHICAGO
Chapman, J. J. Causes and Consequences.
Force. American Archives. 9 vols.
Lakeside Classics. 1904-7-8-9-18.
Lincolniana as follows, viz.:

Bancroft's Seward.
Comte de Paris. Civil War. 4 vols.
Deven. Lincoln and His Cabinet.
Donn Piatt. Reminiscences of Lincoln.
Flowers Stanton.
Jefferson Davis. Memoirs by his Wife.
Usher. Lincoln and His Cabinet.
Welles. Lincoln & Seward.
Stefansson. Denmark & Sweden.
Von Borcke. Memoirs of the Confederate War. 2 vols.
Burnham. The Chicago Plan. Folio. 1909.

W. G. CHAPMAN, 330 S. WELLS ST., CHICAGO
Cooper. The Cross Cut.

CHICAGO TRIBUNE LIB., TRIBUNE SQ., CHICAGO
U. S. War Dept. Epitome of the Russo-Japanese War; The Russo-Japanese War. 4 parts.

ARTHUR H. CLARK CO., GLENDALE, CAL.
Capron. History of Calif.
Collins. Last Fight.
Commercial and Financial Chronicle. Vols. 1-42.
Farm and Fireside Mag. Set.
Moorehead. Prehistoric Implements.
Moorehead. Stone Age.
Neb. Hist. Soc. Trans. and Reports. Set.
Ore. Hist. Soc. Procdgs. 1898 to 1905.
Peet. Cliff Dwellers.

COLESWORTHY'S, 66 CORNHILL, BOSTON
Life of Blake. Gilchrist. 2 vols.
Life and Works Beethoven. 3 vols. Thayer.
White Mt. Trails. Packard; or any White Mt. bks.

COLONIAL SOCIETY, BOX 343, RICHMOND, VA.
Annals of the War. 1 vol.
Carter, Wm. Page. Poems.
Dubose Life Yancey.
Fithian's Diary.
Goodwin Family. William and Mary Supplement.
Harris. Ancient, etc., Wills.
Hagood. War of Secession. 1910.
Hening's Statutes. Set or odds.
Howison. Criminal Trials; Hist. Richmond, Va.
International Cyclo. Year Books after 1902.
Old Homes in Va. Any books about.
Pocahontas and Descendants.
Trautwine. Pocket Book. 1897 only.
Va. Convention and Legal Items. All.
Va. items of all sorts if reasonable.

COLUMBIA UNIV. B'KSTORE, 2960 B'WAY, N. Y.
Outline of Careers. Doubleday, Doran.
Ripley, Wm. Financial History of Virginia. Col. U. Press.
Tosdal and Shaw. Problems of Export Sales Management.
Way. Greek Through English. Dent.

R. P. CONWAY, 3852 TERRACE, PHILA.
First eds. of American Authors.
Early American Poetry and Fiction.

CORNELL CO-OPERATIVE SOC., ITHACA, N. Y.
Buell. Grange Master and Grange Lecturer.
Morley. Character Writing of the Seventeenth Century.

COUNTING HOUSE, 13 T WHARF, BOSTON
Boller. Among the Indians; Eight Years, etc.
Dakota Territory. Session Acts, 3, 5, 6, 7, 8.
Foley. American Firsts.
Connolly, J. B. Any 1st eds.

T. O. CRAMER, 1321 GRAND, KANSAS CITY, MO.
Marie Antoinette. Muhlbach. Hohenzollern ed.
Red silk cloth.

DARTMOUTH B'KSTALL, 265 DARTMOUTH, BOSTON
Grabau & Shimer. American Index Fossils.

DARTMOUTH COLLEGE LIBRARY, HANOVER, N. H.
Tabb, J. Lyrics.
Teasdale, S. Sonnets to Duse.
Thompson, M. Hoosier Mozaics.
Webster, N. American Dictionary of the English Language.
Wolf, E. Other Things Being Equal.
Banks, C. E. Winthrop Fleet of 1630.
Theremin, F. Eloquence a Virtue, or, Outlines of a Systematic Rhetoric. Trans. by Wm. Shedd. Revised ed. 1882.

DAUBER & PINE B'KSHOPS, 66 FIFTH AVE., N. Y.
Ashbjornsen, P. C. Round the Yule Log.
Jennings, I. Philosophy of Human Life.
Koller, T. Cosmetics.
Lewisohn, L. Drama and the Stage.
Sears. My Friends at Brook Farm.
Walton. Army & Navy of the U. S. Vol 1 or set of 3 vols.
Yale. Chronicles of America.
Kucheshoffer. The Oracle.

DAVENPORT BKS., 2185 BANCROFT, BERKELEY, CAL.
Mumford. Story of Utopias.
Smith, Jas. Allen. Spirit of Amer. Govt.
Anything on Japanese Swords.
Any Philatelic Bibliogs.
Send for o.p. want list.

DAWSON'S BK. SHOP, 627 S. GRAND, LOS ANGELES
Allen, Maud. My Life and Dancing.
Crabtree. Journeyings of Jesus.
deLancos, Ninon. Life and Letters.
Hall. Compositae.
Hamerton. Etching and Etchers.
Fischer. Struggle for American Independence.
King Kalakaua. Legends and Myths of Hawaii. 1888.
Magic. Pub. Munn & Co. 1892.
Mulhauser. Cruise of the Amaryllis.
Newcomb. California Missions or Mission Architecture of Alta California.
Pangborn. The World's Railways.
Piatt. Massacres of the Mountains.
Poore. Conspiracy Trial for Murder of the President. 1865. Vols. 2 and 3.
Pye. Gaspe Scenery about 1868.
Robinson. On Patents. Complete set. Latest ed.
Sturgis. Encyclopaedia of Architecture.
Sabin. Kit Carson.
Wallace. Land of the Pueblos.

DAYTON CO., BK. DEPT., MINNEAPOLIS, MINN.
Martin and Gruchy. Salvaging Old Age.

Weekly Book Exchange

SOLOMON M. DELEVIE, 103 PARK AVE., N. Y.
Asher Benjamin. Any vols.
Marcia Mead. Homes of Character.

DENNEN'S BK. SHOP, 37 E. GRAND RIVER AVE.,
DETROIT, MICH.

Bennett. Matador of the Five Towns.
Speyer. Canopic Jar.
Deussen. System of the Vedanta.
Strickland. Mary, Queen of Scots. 2 vols.

DETROIT, MICH., PUBLIC LIBRARY, ORDER DEPT.
Robertson, Wm. J. The Changing South.

DIXIE BUS. BK. SHOP, 81 NASSAU, NEW YORK

Gilbreth, F. B. Field System; Concrete System;
Applied Motion Study; Motion Study;
Primer of Scientific Management, 2nd ed.;
Gilbreth, F. B. & L. M. Fatigue Study.
Moore, Henry L. Economic Cycles; Forecasting
the Yield and Price of Cotton.
Leites, K. Recent Economic Development in
Russia. ed. by H. Westergaard.
Dennis, Alfred L. P. The Foreign Policies of
Soviet Russia.
Woodward, W. H. Lottery.
Thorp. Business Annals.

DOUBLEDAY, DORAN BK. SHOPS, GARDEN CITY, N.Y.

Poetry of Edwin Arlington Robinson. Morris.
Plays for Children. Cummins. Vol. 2.
The Shell Book. Rogers.
Romance of the Reaper. Casson.
Letters of Archie Butt. 1924 ed.
Potomac Landings. Wilstach.
Street of Seven Stars. Rinehart.

DOUBLEDAY, DORAN, 370 LEXINGTON AVE., N. Y.
Office Boy's Digest. O. P.

DOUBLEDAY, DORAN, 420 LEXINGTON AVE., N. Y.
London Tradesmen's Cards of XVIII Century.
Heal.
Forty Immortals. De Casseres.

DOUBLEDAY, DORAN, 526 LEXINGTON AVE., N. Y.
Fore. Van Loan. Doran. 2 copies.
International Cook Book. Fillippini. 2 copies.

DOUBLEDAY, DORAN, 10 WALL ST., NEW YORK
Financing Automobile Sales by Time Payment
Plan.

DOUBLEDAY, DORAN, 310 N. 8TH, ST. LOUIS, MO.
Eichler. Well Bred English. 5.
Wise. Turn of the Tide.
Mrs. Geo. E. Pickett. Jinny; The Ebil Eye.
Black Beauty. 1st ed.
Beautiful Joe. 1st ed.

JAS. F. DRAKE, 14 W. 40TH ST., NEW YORK
Amundsen & Ellsworth. Our Polar Flight. 1925.
1st ed.

Besier. Barretts of Wimpole Street. 1st ed.
Bruce. Thoroughbred Horse, His Origin. 1892.
Harvard Advocate for Dec. 11, 1891, March 15,
1892.

Henry E. Huntington Library Check-List, 1920.
Heyward. Porgy. Novel. 1st ed.
Hymns and Tunes for Church and Sunday
Schools. 1863.

Nash. Hard Lines. 1st ed.

H. & W. B. DREW CO., JACKSONVILLE, FLA.
Byrne. Blind Rafferty; O'Malley of Shanganagh.
1st eds.

Garland. Experiences in Supreme Court.
Rockwell Kent. N by E. 1st ed.
Books dealing with Florida.

DUNCAN BOOKSHOP, 103A CHARLES, BOSTON

The Practical House Carpenter. 1805-07.
Emily Dickinson. 1sts.

DUNSTER HOUSE B'KSHOP, 20 SOUTH, CAMBRIDGE,
MASS.

Damon. Blake.
Duchêne. History of Early Christian Church.
Drayton. Polyolbion; Poems, 1856; Poems. 2
vols. 1888.

Cropsey, A. Poems.
Cambridge Mediaeval History.
Cather. My Antonia. New and rev. 1926;
Lost Lady. On vellum; One of Ours. On
vellum.

Halstead. Conv. of 1860.
Gosse. Life of Donne.
Fleurbaey. No. 1.
Flint Heart. 1st ed.
Field, Eugene. The Tribune Primer. Sedalia,
Mo. Paper. 1898.

Madame Bovary. Trans. Henry James. Lond.
1920.

Eliot, T. Cambridge Alphabet.
Bury. Life of St. Patrick. Secondhand.
Studies in Shakespeare, Milton and Donne.
Powys, T. F. Soliloquy of a Hermit. N. Y.
1916.

Nicholson, H. Tennyson.
Marston, John. Works.
Jonson. Complete Dramatic Works.
Ben Jonson. Mermaid Series. 3 vols.
Hergesheimer. Lay Anthony. 1st ed.
Hawthorne. Coll. Works. 1857.
Arno. Hullabaloo. 1st trade ed.

DUTTONS, INC., 681 FIFTH AVE., NEW YORK

Quote only books advertised for.
Angell. The Great Illusion.
Austen, Jane. Love and Friendship and other
Early Works. Stokes ed., with illus. end
papers.

Buck. East Wind-West Wind. 1st ed.
Bacon. The Hudson River.
Cobbett. A Little Plain English. Phila. 1795.
Carpenter. History and Genealogy of the Hoag-
land Family in America.

Caxton. Golden Legend. Any reprints or any
other eds. of The Golden Legend.
Dale. Modigliani; Modern Art; Before Manet
to Modigliani.

Distinguished American Artists Series. Winslow
Homer; John S. Sargent.
Eager. History of Orange County, in orig. sheep
binding. 1847.

Ehrmann, M. Complete Poems.
Evans, Rev. W. F. New Age and its Messen-
ger; Celestial Dawn; Happy Islands.

Ellis, J. B. Agnes of the Bad Lands.
Era, The. 1859-1865, or any.
Eliot. Wasteland; Poems.
Fernie. Herbal Simples.

Farrow. American Guns in the War with Ger-
many.

Franklin, B. Imprints. Any.
Fite, W. A. Blindness.
Froude. Forgotten English Worthies.

Fausset. John Donne.
Froissart. Chronicles. The Tudor trans. 5 vols.
Gabriels, Rev. Henry. Historical Sketch of St.
Joseph's Provincial Seminary, Troy, N. Y.
Giraldus Cambrensis. Historical Works. In
English; Mediaeval Chroniclers, selected
from Giraldus Cambrensis.

Gaydon. Art and Science of Graphophone.
Gibson, H. W. Camp Management.
Goethal. The Panama Canal. 2 vols. 1915.

Books Wanted—Continued

DUTTONS—Continued

- Griswold, F. G. Horses and Hounds; Big and Little Fishes.
 Galsworthy. To the Cliff-Dwellers. Chicago. 1919; Five Poems. N. Y. 1919.
 Graves. History of the Transport Service.
 Greenleaf. History of All Denominations. 1850.
 Herbal Dispensary.
 Hammond, E. P. Chaucer: A Bibliographical Manual.
 Huxley. Antic Hay; Crome Yellow; Timbo.
 Kent, Rockwell. Every Edition de Luxe or signed copies issued.
 Lounsbury, T. R. Studies in Chaucer. Vol. 2. 1892.
 Magazine "S 4 N," Northampton, Mass., Feb., 1924.
 Myths & Legends of the British Columbian Indians.
 McNeile, H. C. Bulldog Drummond.
 Nye, Bill. Goose Neck Smith; How Came Your Eye Out and Your Nose Not Skun.
 N. Y. Mirror (magazine). New York Mirror and Ladies' Literary Gazette. Any and all issues except Aug. 22, 1823, to July 7, 1827, July 12, 1828, to June 24, 1837. Also New York Mirror. Vol. VI. Beginning July, 1828. 1st issue.
 Noel. Story of Everest.
 Parkman. The California and Oregon Trail. 1849; Montcalm and Wolfe. 2 vols. 1874; Jesuits in N. America. 1867; Conspiracy of Pontiac. 1851.
 Pinchot. To the South Seas. 1st ed.
 Preston. The Desert Mounted Corps.
 Slocum, Capt. Voyage of the Libberdale; Voyage of the Destroyer.
 St. Nicholas Magazine. Bound vols. For 1920, 1921, 1922 and 1923.
 Tatlock & Kennedy. Chaucer Concordance. Carnegie Inst. of Wash. 1927.
-
- EASTERN BK. CO., 254 W. 31ST ST., NEW YORK
 Blake. Songs of Innocence. Benn.
 Dickens. Old Curiosity Shop. Illus. Frank Reynolds. Hodder.
 Dunn-Pattison. Leading Figures in European History. Macmillan.
 Old Songs, with drawings by Edwin A. Abbey and Alfred Parsons. Harper.
 Shakespeare. Midsummer Night's Dream. Illus. Rackham. Heinemann.
 Simonds. History of the World War. Vol. 1. Doubleday.
 Desbledes. Exact Colour Matching and Specifying. Technological and Industrial Service.
 Hammett. Future Trading in Grain. Popular Mechanics Pr.
 Holland. Things Seen in Paris. Dutton.
 Century Atlas. Atlas vol. of Century Dict. set.
 Dye. The Conquest. Doubleday.
 George. Junior Republic, Its History and Ideals. Appleton.
-
- E. EBERSTADT, 55 W. 42ND ST., NEW YORK
 California, Oregon, Wyoming, Utah, Montana, and the Far West; Books, pamphlets, maps, and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

ECONOMY BK. SHOP, 11731 DETROIT AVE., LAKEWOOD, O.
 Poems of Love. Houghton, Mifflin Co. 1896.

ECONOMY BK. STORE, 36 S. CLARK, CHICAGO
 Du Chaillu. The Viking Age.
 McEwen. Pyogenic Diseases of the Brain and Spinal Cord.

EICHERT & HALLIWELL, 78 TERRACE AVE., FLORAL PARK, N. Y.

Matthews, G. B. Theory of Numbers.
 All books on Aerial Flights. 1st or 1st eds. Must be mint.

PAUL ELDER & CO., 239 POST, SAN FRANCISCO
 Mercier, the Fighting Cardinal of Belgium. Kellogg.

Master-Mistress. O'Neill.
 West Coast Shells. Josiah Keep.
 My Life as an Explorer. Sven Hedin.
 Life Among the Apaches. Capt. Cremony.
 Super-Women, Their Lives and Loves. Terhune.
 Freedom Thro' Right Thinking. Strang.
 Up from Methodism. Asbury. 1st ed. only.
 Walt Whitman: the Man and His Work. Leon Bazalgette.
 With Walt Whitman in Camden. 3 vols. Horace Traubell.

THE EMPORIUM, BK. DEPT., SAN FRANCISCO
 Tramping Thru the Bret Harte Country.
 Mrs. Humphrey Ward. Lady Rose's Daughter. About \$2.50.

L. EPSTEIN'S B'KSHOP, 518 W. 8TH, LOS ANGELES
 Hart Crane. White Buildings. 1st ed.
 Allan Tate. Mr. Pope and Other Poems. 1st ed.
 Riding. Twenty Poems Less. Ltd. ed; Four Unposted Letters to Catherine.

EVERYDAY B'KSHOP, 184 PEARL, BURLINGTON, VT.
 Alger. The Gleam.

E. FARNSWORTH'S BK. SHOP, 20 E. BIJOU ST., COLORADO SPRINGS, COLO.
 Introduction to Southwest Archaeology. Yale Press.

PHILOTHEOS K. FERNEY, KENNEDALE, TEXAS
 Report Books on Old Foundry.
 Walpole Press. Anything on Japan Paper.
 Bolton. Spanish Exploration in Southwest.
 Keats. Works. Ltd. ed.
 Keats, John. Endymion. Japan paper.
 Knowles, F. L. The Value of Courage.
 Shelley. Works. Ltd. ed.
 Spinoza. Works.
 Worth, William J. Gen'l. Life of. 1856. N. Y.

THOMAS J. FLYNN & CO., 62 ESSEX, BOSTON
 Battilol. Primitive Catholicism.
 Pierse. Mass in the Infant Church.
 Flynn. Sermons on Our Blessed Lady.
 O'Gorman. Church in the United States.
 Blackmore. Spiritism, Facts and Frauds.
 More. Limitations of Science.

FOWLER BROS., 747 S. B'WAY, LOS ANGELES, CAL.
 The Impending Crisis. Hinton Rowan Helper.
 The Technique of Love. Anonymous.

FRESNO BK. SHOP, 1359 FULTON, FRESNO, CAL.
 Clark. X-Ray Metallography in 1929.
 Ford, J. L. Everyday in the Year.
 LeConte. Hydraulics.
 Laut, A. Vikings of the Pacific.
 Kallen, H. M. Culture and Democracy in U. S.
 Moses. Childrens Books and Reading.
 Rogers, J. Newspaper Building.
 Reid, J. S. Municipalities of the Roman Empire.
 Rose, H. J. Primitive Culture in Greece.

FRESNO BK. SHOP—Continued

Walsh, T. Hispanic Anthology. Hispanic Soc.
Wicks, S. L. Public Speaking for Business Men.

GAMMEL'S BK. STORE, AUSTIN, TEXAS
El Paso Troubles in Texas. 45th Congress, 2nd Session, House of Representatives, ex. 93. The record of the Board of Officers investigating the Salt Wars at San Elizario, Tex. 1879.

GARDENSIDE B'KSHOP, 280 DARTMOUTH, BOSTON
R. B. Forbes. Personal Reminiscences.

ERNEST R. GEE, 35 E. 49TH ST., NEW YORK
Ware. In the Woods and On the Shore. 1908.
Harris. Sportsman's Guide to the Shooting and Hunting Grounds of U. S. and Canada. 1888.
Leffingwell. Art of Wing Shooting. 1894.
Coleman. Amateur Sportsman. 1900.
Huntington. Our Wild Fowl and Waders. 1910.
Hazelton. Duck Shooting and Hunting Sketches. 1916.
Forester. Field Sports of U. S. 1852.
Huntington. Game Farming for Profit and Pleasure. 1915.
Forester. Complete Manual for Young Sportsmen. Stringer & Townsend. 1856; Sporting Scenes and Characters. T. B. Peterson. 1843. 1881.
O'Connell. Float and Fly.
Mosely. Insect Life.
Aston. Mostly About Trout.
Hutchinson. A Fellowship of Anglers.
Bowlker. Art of Angling.
Williamson. Anglers' Vade Mecum.
Shipley & Fitzgibbons. Fly Fishing.
Bainbridge. Fly Fishers' Guide.
Mitchell. On Angling.
O'Gorman. The Practice of Angling.
Racing Form. Complete or odd vols.
Gladstone. Record Bags and Shooting Records. Sport in Olden Time. Gilbey.
Culver. Blooded Horses of Colonial Days.
Hazelton. Fred Kemble, Master Duck Shot of the World; Duck Shooting and Hunting Sketches; Wild Fowling Tales.

A. GEFFEN, 79 4TH AVE., NEW YORK
Bisland. Life and Letters of Lafcadio Hearn. Vol. II only.
Yechton, Blanche. We Ten.
Skinner, Alanson. Indians of Greater New York.
Arabian Nights. Lane ed. Vol. I of the 4 vol. ed. in tan cloth.
Peter Ibbetson. Du Maurier.
Veblen, Thorstein. All 1sts, especially Theory of the Leisure Classes.
Billy the Kid. 1882. Not N. Y.
Wild Bill. Wilstach. 1926.
Akeley. Adventures in the African Jungle.
Santayana. Poems. State year of publication.
Heine. Poems. Trans. by Untermeyer.
Dissenting Opinions of Justice Holmes.
Hindus. Humanity Uprooted.
Beard. Eco. Interpretation of Constitution and Jeffersonian Democracy.

GELBER, LILIENTHAL, 336 SUTTER, SAN FRANCISCO
Kandinsky. Art of Spiritual Harmony.
Riesenberg. Under Sail. 1st ed.
Stout. Seed On the Wind. 1st ed.
Poems Every Child Should Know.

GIMBEL BROS., BK. DEPT., PHILADELPHIA
The History of the Knitting Industry. Felkins.
Dixon. Man in Gray.

Weekly Book Exchange

ALFRED F. GOLDSMITH, 42 LEXINGTON AVE., N.Y.
Faulkner, William. Marble Faun.
Fern, Fanny. Ruth Hall.

GOLDSMITH BK. & STAT'Y CO., 116 S. TOPEKA AVE., WICHITA, KANSAS
J. M. Baldwin. History of Psychology. Putnam. 1913.

GOODSPEED'S BK SHOP, 7 ASHBURTON PL., BOSTON
Memoirs of John Quincy Adams. 12 vols.
Albert. Hist. of Westmoreland Co., Pa.
Boston Directories. 1798, 1803-07 and 1809.
Channing. Poems of Sixty-five Years.

Chas.ellux. Travels in North Am. 1781.
New Art of Cookery. Phila. 1792.
Index to Vols. 41-80 D.A.R. Lineage Books.
Dean. Annals of Brentwood, N. H.
Drake. Life of Henry Knox.
Foster, Stephen C. Anything by or about. Printed or mss.

Grabau & Shimer. N. Am. Index Fossils. 2 vols.

Hall. Rambles about Greenland, N.H., in Rhyme.
Halsey. Old New York Frontier.

Hall. Records of Norwalk, Conn.
Haskins. Argonauts of Calif.

Hay. Amasa Stone. 1st ed.
Herndon. Lincoln. 1st ed.

Jordan. Colonial Fam. of Phila. 2 vols.
Kimball. Corres. of Col. Governors of R. I. 2 vols.

Knight. Journey from Boston to N. Y. in 1704.
Levasseur. Lafayette in America. 2 vols.

Lincoln Addresses. Miniature. 1st ed.
Littell. Genealogies of Passaic Valley, N. J.

Mass. State Lib. Handlist of Sessions Laws of U. S.

North Carolina Colonial Records. 30 vols.
Hist. of Pequot War. 1897.

Reynolds. Family Hist. of Southern N. Y. 3 vols.

Riethmuller. Life of Alex. Hamilton.
Rooney. Hist. of Irish Families.

Stiles. Hist. of Ancient Windsor, Conn. 1891-92.

Stipp. The Western Miscellany. 1833.
Valentine. Manual of N. Y. 1841-42.

Vetromile. Indian Good Book.
Writings of Daniel Webster. 18 vols. 1903.

Gray. Poems. Phila. 1804.
Blair. The Grave. Boston. 1772.

Genealogies: Candee, 1882; DeWolfe, 1902; Ferguson, 1905; Fowler, 1888; Hakes, 1889;

Hibbard, 1901; Jessup, 1887; Lewis, 1906; McDowell, 1918; Putnam, 1891-1908; Rice, 1911; Smiley, 1894; Williams, by French.

GOODSPEED'S BK. SHOP, 2 MILK, BOSTON, MASS.
Fort. Book of the Damned.

Brown. History of the First Locomotive.
Calendars of State Papers (British) Colonial Series, America and W. Indies. 1661-1668, 1669-1674.

Daggett. America in China Relief Expedition. 1903.

Dugard. Battle of Verdun. Dodd, Mead.

Jewett. Country Byways.

Scheer. Jutland Battle. 1927.

Shipley. History of the A. E. F.

Twain. Tom Sawyer. Before 1899.

U. S. War Dept. Report for year ending June, 1900.

Wilstach. Potomac Landings. 1921.

GOTHAM BOOK MART, 51 W. 47TH, NEW YORK
Origen. Works. 4 vols. Scribner.

Books Wanted—Continued

GOTHAM BK. MART—Continued

Millay. Harp Weaver. 1st ed.
Remy De Gourmont. Chicago.
Old Silver Sacramental Vessels of Foreign Protestant Churches in England.
An illus. vol. on Mr. Leopold De Rothschild's Collection of Plate.
Old English Plate in the Possession of the Czar of Russia.
Illustrated Catalogue of J. P. Morgan Collection of Plate.
Catalogue of the Royal Plate at Windsor Castle.
Bellamy. Duke of Stockbridge.
Jones. History of Stockbridge.
History of Berkshire County.
Manhattan Transfer. 1st ed.
Faulkner. Poems.
Van Vechten. Peter Whiffle. Ltd. ed.

GRAMERCY BK. SHOP, 122 E. 19TH ST., N. Y.
Gray, David. Gallups. 1 and 2.
Merwin, Samuel. Temperamental Henry; Henry is Twenty.
Tallentyre, S. I. Basset, a Village Chronicle. Moffat Yard. 1911.

N. A. HALL, 40 LANGLEY RD., NEWTON-CENTRE, MASS.

Jacobs. Master of Craft; Light Freights; Lady of Barge. 1st Amer.
Willard. History of Simon Willard.

HARMONY BOOK SHOP, 108 W. 49TH ST., N. Y.
Spreading Dawn. King.
Books by Ramacharka.
Mysteries of Prayer.

HARVARD COÖP. SOC., CAMBRIDGE, MASS.

Quote each title on separate sheet or card.
Boole. Law of Thought. Vol. 2 only.
Adams. Council and Courts in Anglo-Saxon England.
Jordan & Everymann. American Food and Game Fishes.
Jordan. Study of Fishes.
Heming. The Drama of the Forests.
MacGregor. A Gentleman Adventure. Marion Keith. Doubleday, Doran. 1924.
Scott. The Witching of Elspie. Doubleday. 1923.
Grove. Settlers of the Marsh. Doran. 1925.
Nervous and Mental Disease Monographs. Nos. 3, 8, 9, 10, 18, 19, 21, 22, 23, 24, 26, 49.
Jordan & Evermann. Fishes of North and Middle America. Bulletin 47, U. S. National Museum.
Truffel & Schwabe. History of Roman Literature. Latest ed.
Harvard Studies in Classical Philology. 1903. Vol. 14.
Cobb. Back Home.
Berth. A Knight on Wheels.
Stringer. Lonely O'Malley.

FRED HARVEY, GENERAL OFFICE, UNION STATION, KANSAS CITY, MO.

First World Flight. Autographed.
Skyward. Autographed.
Colophon. First four numbers.

H. L. HASTINGS & SONS, P.O. BOX 250, BOSTON
The Story of Mettakahla. H. S. Wellcome.
A Century of Dishonor. Helen Hunt Jackson.

BENJ. HAUSER, 60 E. 42ND ST., NEW YORK
American Book Prices Current. 1916, 1919,

BENJ. HAUSER—Continued

1923, 1924, 1929, 1895, 1897 to 1901, 1903.
Must be very reasonable.
Century Magazine. Reprint Pamphlet containing Bread Winners, chapters 1 to 11. 1883.
Cather, W. My Antonia. 1st. Fine only. Others.
Dickinson, Emily. 1sts, all prior to 1920.
Twain, Mark. Tom Sawyer; What Is Man? Amer. 1sts.
Melville, Herman. All 1sts.
O'Neill, Eugene. Thirst. 1914.
Galsworthy. To Let; In Chancery; White Monkey. Must be English 1sts in D. W. new.
Benton, R. Star Child and Other Plays. 1921.
Young, J. H. Men and Memories. 1901.
Whitall Priced Catalog. Feb. 14, 15, 16, 1927.
All wants in Jan. 17, 1931, issue still needed.

HAZEN'S BOOKSTORE, 238 MAIN ST., MIDDLETOWN, CONN.

The Ways of Yale in the Councilship of Plaucus.
Henry A. Beers.
Old World Idylls. Dobson.
Stories from Vergil. Alfred J. Church. Illus. Pinelli. London. 1880.

CHARLES F. HEARTMAN, METUCHEN, N. J.

Bound vols. of Newspapers in any language before 1800. All quotations must be definitive and subject to my decision which will be made immediately.

B. HERDER BK. Co., 15 S. B'WAY, ST. LOUIS, MO.
Tincker. The House of York; Grapes and Thorns.

W. M. HILL, 25 E. WASHINGTON ST., CHICAGO
J. W. Thompson. Last Pagan; Cane.
Mollet. Painters of the Barbizon School. Great Artist Series.
Hoerber. Modern French Masters.
Mollett. Barbizon. 1892.
Munjasy by Ilgis.
Dictionary of American Painters and Engravers.
Ferber. So Big.
Graefi. Modern Art.
McColl. 19th Century Art.
Kunsler Monographies. Ilgis.
Lafcadio Hearn. Strange Leaves from Strange Literature; Some Chinese Ghosts. 1st ed.; Manuscripts.
John B. Tabb. 1st eds.
A Shropshire Lad. Alcuin Press ed.
Last Poems. Alcuin Press ed.
Etching of J. Israel. Hubert. 1909.

HOCHSCHILD, KOHN & Co., BK. DEPT., BALTIMORE
Spaulding Baseball Guides. 1900-1920.
Wallace Nutting. Quote all items.
Bohemian Days. Townsend.
Sanctuary. Faulkner. 1st ed.
Abbott. Behind the Scenes with the Spirit Medium.
Braithwaite. Anthology of Magazine Verse. 1920-29.
My Experiences in the World War. Gen. Pershing. Autographed ed.
Regeneration. H. B. Stimpson.
Painted Meadows. Sophie Kerr.
Looking Heavenward. DeWaters.

W. B. HODBY'S, 126 STANWIX, PITTSBURGH, PA.
Eager. Art of Living in Good Health.
Bourke. Scatological Rites of All Nations.

HOLLIDAY B'KSHOP, 49 E. 49TH ST., NEW YORK
Bardswell, F. Herb Gardens.
Hopkins. The Clammer and the Submarine.
Nesser. Our Navy and the Next War.

HOLLIDAY B'KSHOP—Continued

Von Forstner. Journal of Submarine Commander.
 Archer, William. The Pirate's Progress.
 Greene, C. M. Venetia, Avenger of the Lusitania.
 Wolfe, T. Look Homeward Angel. 1st.
 Cather. Song of Lark; My Antonia; O Pioneer.
 1sts.
 Gill, Eric. Books by, or illustrated by.
 Pound, Ezra. Gaudier-Brzeska.
 Thoreau. Walden. 1st.
 Chapman, Elizabeth Cobb. Falling Seeds.
 Faulkner. Mosquitoes; Marble Faun. 1sts.
 Gundelfinger. Diary of Bulldogism.
 Hemingway. Sun Also Rises; In Our Time; any
 others. 1sts.
 Thomas. Hounds and Hunting. EDL. Derry-
 dale Press.

HOLLYWOOD B'KSTORE, 6812 HOLLYWOOD BLVD.,
 HOLLYWOOD, CAL.

Cyril Hume. Cruel Fellowship. 1st ed.
 Houdini. Miracle Mongers and Their Methods;
 Unmasking of Rob't. Houdini.

D. HOOD'S BK. ROOM, 720 SPADINA AVE.,
 TORONTO 4, CANADA

Biggar, E. Canadian Railway Problems.
 Farrer, R. The Dolomites.
 Kennedy. Nature of Canadian Federation.
 Canadian Geographical Journal. Nos. 1 to 7.
 Haight. Can. Catalogue of Books. Pts. 2 & 3.

HOOPER BOOKSHOP, 21 E. 54TH ST., N. Y.
 E. F. Benson. Dodo.

J. HORNE CO., BK. DEPT., PITTSBURGH, PA.
 McTodd. Hyne.
 Good Old Siwash.
 The Sense of the Past. James.
 Edna St. Vincent Millay. Pamphlet Poets.
 Rubaiyat of Khayyam. Pogany. Leather. Ltd.
 Autographed.

JOHN HOWELL, 434 POST, SAN FRANCISCO, CAL.
 English Cathedrals. Illus. Pennell.
 Life of Pasteur. Trans. Osler.
 Amundsen's S. Polar Exp. in Fram. Trans.
 Charter.
 Gentle Art. Lucas.
 Trevelyan. Blenheim. 1st ed., 1st printing.
 Landor. Citation and Exams. of Shakespeare.
 Will Shakespeare, Player. H. B. Smith. 1893.
 Champ Fleury. G. Tory.
 Bailey. Ency. of Horticulture. 6 vols. Old ed.
 Tales of an Old Seaport. Munro.

PAT HUNT'S BK. SHOP, 6731 HOLLYWOOD BLVD.,
 HOLLYWOOD, CAL.
 E. Phillips Oppenheim. The Yellow House.

H. R. HUNTING CO., 29 WORTHINGTON, SPRING-
 FIELD, MASS.

Aldington. Palimpsest.
 Alexander. Wooing O't.
 Ames. Man from Painted Post.
 Argles. Doris; Duchess.
 Artzibasheff. The Millionaire.
 Bindloss. Carson of Red River.
 Brown. Boy Grew Older.
 Bullard. Comrade Yetta.
 Burnham. Miss Bragg's Secretary.
 Bower. Eagle's Wing.
 Caldwell. Founders and Builders of Greensboro.
 Cooper. Last Frontier.
 Compton's Encyclopedia. Set.
 Davis. Somewhere in France.
 DelaPasture. Lonely Lady of Grosvenor Sq.
 Fite. Introductory Study of Ethics.

Weekly Book Exchange

H. R. HUNTING CO.—Continued

Gregory. Six Feet Four.
 Gale. Peace in Friendship Village.
 Horace. Odes. trans. by Connington.
 Horace. Odes trans. by Gladstone.
 Horace. Odes trans. by Greenwood.
 Field. Echoes from Sabine Farm.
 Knibbs. Overland Red.
 London. On the Makaloo Mat.
 Montagne. Deep Channel.
 Harris. Eve's Second Husband.
 Murray. Stoic Philosophy.
 Norris. Moran of the Lady Letty.
 Newell. Rocket Book.
 Parker. Weavers.
 Payne. Singing Waters.
 Sedgwick. Dull Miss Archinard.
 Simms. Katherine Walton.
 Sedgwick. Confounding of Carmelia.
 Sabin. Boy Settlers.
 Sinclari. North of '53.
 Studio Yearbooks. 1918, 1930, 1923, 1924, 1926,
 1928—thru last issue published.
 Van Vorst. Big Tremaine.
 Wiehe. Dark Fires.
 Wood. Nigger.

A. J. HUSTON, 92 EXCHANGE, PORTLAND, ME.
 Bangor Historical Magazine. Vol. 4.
 Bradford, Gov. William. Shepard. 1900.
 Dowst. The Man from Ashaluna.
 Noyes-Gilman Ancestry. New York. 1907.
 Smith. Expedition Against Quebec.
 Williamson. History of Maine.
 Scott. Minstrelsy of the Scottish Border. 4 vols.

HUTTON'S BK. STORE, 1143 6TH, SAN DIEGO, CAL.
 Anon. Cause of the World Unrest. Putnam.
 1920.

INTEGRITY BK. CO., 1528 WALNUT, PHILADELPHIA
 Compton Picture Enc. 1916 ed. Vol. 4 only.
 Gray's Letters. 3 vols. Bohn ed.
 Walden. Lakeside Press.
 Roosevelt. Wilderness Hunter. Autog.
 Bicknell Etchings after Howard Pyle.
 Irving. Set. Mss. ed.
 Hardy, Thomas. Mellstock ed. Vol. 2 only.
 Pyle, Howard. Fine copies only of the following
 1sts: Yankee Doodle; Pepper and Salt;
 Wonder Clock; Robin Hood; Men of Iron;
 also original Pirate painting, good subject.
 Harding Portrait by Prince.
 Mitchell. Hugh Wynne. 1st issue; also A.L.S.

INTERNAT'L ART & SCIENCE BK. CO., 192 B'WAY,
 NEW YORK

U. S. Patent Office Gazette. 1918-1924.
 U. S. Patent Office Annual Report. Index ed.
 1913.
 U. S. Patent Office. Index of Patents, 1920, 1923
 and 1926.
 Burpee, Lawrence, Johnstone. On the Old Atha-
 baska Trail. Stokes. 1926.
 Cumulative Daily Digest of Corporation News.
 Years 1914 to 1924. Pub. first by Moody,
 then by Poor. Report on run, vols., and
 numbers.
 Poor's Publ. Co. 1930. Vol. 1, Railroad and
 Bank Section; Vol. 2, Public Utilities Sect.;
 Vol. 3, Industrial Section.
 Constant buyers of Chemical, Technical, Medical
 and other periodicals, in sets, runs, single
 vols. and numbers, indexes.

G. W. JACOBS & CO., 1726 CHESTNUT, PHILA.
 Thobbing. Henshaw Ward.

Books Wanted—Continued

G. W. JACOBS—Continued

Ward. Lady Rose's Daughter; Marriage of Wm. Asher.
E. Marlitt. Second Wife.
Bulwer-Lytton. Kenlem Chilling.
Gunnarssen. Sworn Brothers.
H. L. Liddon. Some Elements of Religion. Longmans.

JORDAN MARSH CO., BK. DEPT., BOSTON, MASS.
Francis Nazare. One-Third Down. Knickerbocker Press.

EDW. P. JUDD CO., NEW HAVEN, CONN.
Farrere. The Man Who Killed. 1917.
Smith. Young and Old Puritans of Hatfield.

JUDSON PRESS, 1107 MCGEE, KANSAS CITY, MO.
Hubbard. Little Journeys. Complete set. Cloth binding. Good condition.
Mosheim. Church History. Complete set. State condition.
Hasting. Encyclopaedia of Religion and Ethics. Last 3 vols. of the set only.
Hastings. Bible Dictionary. Good Condition.
Young. Analytical Concordance. Good condition.
Morrison. Sermons. Complete set or odd vols. Quote condition.

KANSAS CITY, MO., BK. EXCH., 806 GRAND AVE.
Walks and Homes of Jesus. Rev. Daniel March. Any other books by same author.
History of Howard and Chariton Counties of Missouri.
History of Howard and Cooper Counties of Missouri.

KENDRICK-BELLAMY CO., 16TH AT STOUT, DENVER
Artemus Ward: His Panorama. 1869. C. F. Browne.
A Peep at the Pilgrims in 1636. 2 vols. 1824. Harriet B. Cheney.
The Siege of Rochelle. 1813. R. C. Dallas.
Fennel and Rue. 1908. William Dean Howells.
The Champion. 1902. Mary Noailles.
Horace Chase. 1894. Constance Fenimore Woolson.
Fourth and Sixth Barnes School Readers.
E. J. Russell. Soil Conditions and Plant Growth. 1927.

C. W. KESPERT, 62 CATAWBA, BOSTON, MASS.
Allison. History of England.
Chapman. Amer. Drawing Book.
Grimm. Life of Bp. Neumann.
Haggard. Heart of World; Child of the Storm; Fansled.
Knowles. Alone in the Wilderness.
La Fontaine. Fables in English Verse. 1814.
La Fontaine. Fables. N. Y. 1860.
Masefield. Wanderer of Liverpool. 1st ed.
McHarg & Balmer. Blind Man's Eyes.
Ostrander. Arithmetic. 1829-49.
Poetica Erotica.
Schreiner. Stories, Dreams, and Allegories.
Tuckerman. Book of the Artist.
Von Hutton. Pam; Pam Decides.
Wigmore. Ill. Farm Survey. Chicago. 1929.

KORNER & WOOD CO., 1512 EUCLID, CLEVELAND
Finck. Girth Control. Harper.
Day. Auto. of a Fisherman. D., D. 3.
Masefield. Reynard the Fox. Mac. Ill. ed.
Barton. Soul of Abraham Lincoln. Doran.
Anthony Trollope. Any 1st Eng. ed.
Lewis. Wolfville Nights. Stokes.
Arnold Bennett. Any 1st Eng. ed.
John Galsworthy. Any 1st Eng. eds.

N. M. LADD BK. CO., 265 FLATBUSH, B'KLYN, N.Y.
Stanwood. History of the Presidency. 2 vol. ed.

J. J. LAUGHLIN, 4211 GANO, ST. LOUIS, MO.
Ingersoll. Set. Dresden ed.
Parkman, Francis. Set. Ltd. ed.
Stowe, H. B. Set. Ltd. ed.
Twain. Ltd. ed. Set. Describe.
Napoleon. Talleyrand. Set. Ltd. ed.
Moliere. Ltd. ed. Set. Barrie.
Harte, Bret. Ltd. ed. Set.

C. E. LAURIAT CO., 385 WASHINGTON, BOSTON
Brinton. Religion of Primitive People.
Burbank, Luther. 12 vols.
Church. The Hammer.
Cope, E. M. Taste for Picturesque Among the Greeks.
Fairclough. Attitude of the Greek Tragedian Towards Nature.
Ford, Ford Maddox. Ancient Lights.
Fry, H. S. No. Atlantic Steam Navigation.
Hyett. Florence, Hist. and Art.
Lake Dwellers of Europe.
MacCunn. Six Radical Thinkers.
Palgrave. Landscape in Poetry from Homer to Tennyson.
Pennell. Book of Pike.
St. Gaudens. Autobiography of.
Stickney, J. T. Poems.
Warren, Charles. A History of the American Bar.
Whymper. Alaska.
Zangwill. Dreamers of the Ghetto.

LAVENDER'S BOOK SHOP, TROY, N. Y.
Wizard of Damavant. Jos. Parke.
Progress of Barbarian. Gouveneur Morris.
Audubon. Plates Nature.

H. A. LEVINSON, 11 W. 42ND ST., NEW YORK
Dreiser. Sister Carrie New York. 1900; Dodge ed. 1907; English ed., green cloth. 1901; Harper ed. 1912; Traveller at 40. 1913.
Lewis. Our Mr. Wrenn. 1914. Fine copy only.
Wanted also fine copies of important American 1st eds. in original bindings.

WM. LIEBERMAN, 1114 MARKET, SAN FRANCISCO
Monogram. Genre du Camellias Verschaffelt. 1848-60.
Camelliensammlung.
Baumann. Bollweiler. 1828.
Quote other works on Camellias in colour.

LINCOLN BK. STORE, 132 S. 12TH, LINCOLN, NEB.
Roth. Memory Course.

LITERARY LOBBY, 67 W. 44TH ST., NEW YORK
Lafcadio Hearn. Creole Cook Book. 2 copies; Zhebes Gumbo.

LITTLE, BROWN & CO., 34 BEACON ST., BOSTON
Personal Reminiscences of R. B. Forbes. 3rd ed., 1892, only. L., B. & Co.

LOFLAND BK. SHOP, 732 W. 6TH, LOS ANGELES
Wallace Irwin. Chinatown Ballads.

B. LOGIN & SON, INC., 29 E. 21ST ST., N. Y.
Engineers Valuing Assistant. H. T. Hoskold.
Turpentine and Camphor. Heusler & Pond.
Braddon. Causes and Prevention of Beri Beri.
Vedder. Beri Beri.
Environment and Race. Griffith Taylor.
Beaumont. Physiology of Digestion.
Laennec. Diseases of the Chest.
Heisler. Anatomy.

B. LOGIN—Continued

Ukers. All About Coffee.

We wish to purchase at all times complete sets, long runs, volumes and copies of Chemical, Medical and Scientific Journals. Bound or unbound.

LONGWORTH'S BK. SHOP, 106 FORSYTH, N.W.,
ATLANTA, GA.

Markham. Man With the Hoe. 1st ed.

Margaret Fuller. Ossolli. Any.

Avary. Tolstoy, Hawthorne. Book of Short Stories.

Avary, Myrta Lockett. Any book with short story.

Beebe. Jungle Peace.

LORD & TAYLOR BK. SHOP, 5TH AVE., NEW YORK
Walpole. Golden Scarecrow. Doran.
Joseph Rodman Drake. Complete Poems.

LORING, SHORT & HARMON, 474 CONGRESS ST.,
PORTLAND, ME.

Commedia dell'Arte. Smith. Columbia Univ.

Boston Cook Book. Lincoln. Little.

Ashford. Young Visitors. Doubleday.

LOVELACE BK. STORE, 713 9TH, WICHITA FALLS,
TEX.

King Cobra. Harry Hervey.

Hohenstein Castle. History of.

W. H. LOWDERMILK & Co., WASHINGTON, D. C.
Laennec. On the Chest. In English.
Greenwood. Story of My Pets.

DeMille. Strange Manuscript Found in a Copper Cylinder.

Stiles. History of Brooklyn. Vol. I.

Doyle. Round the Fire Stories.

Ferris. Adventure Waits.

Carryl. Grave Tales Made Gay.

Colton. Protestant Jesuitism.

Atkinson. Orientation of Buildings.

Jones. Present State of Virginia.

Scherill. Making of Modern Germany.

Osgood. American Colonies in 17th Century.

Vols. 1 & 2.

Addison. One Hundred Years Ago.

Ashby. Life of Turner Ashby.

Robertson. Pocahontas and Her Descendants.

LOWMAN & HANFORD, 1514 3RD, SEATTLE, WASH.

Thomas Beer. Complete Works.

Prout, Father. Don Jeremy Savonarola.

Powys, J. C. Confession.

Carpenter. Pagan & Christian Creeds.

Palladino. Indians and Whites.

Burnham, F. Right Princess.

Stine. Scandinavians on the Pacific, Puget Sound.

Barnet, A. Joyous Adventurer; Man on the Other Side.

Porter, G. S. Morning Faces; Moths of the Limberlost; Feathered Friends; Twelve Modern Apostles.

Russell. True Secret Service Stories.

Millet. Yarns of an Old Shellback.

Mansel. Limits of Religious Thought.

Kester, Paul. His Own Country.

Day, Louis F. Windows. Book about Stained and Painted Glass.

MCCLELLAND & Co., 26 N. HIGH, COLUMBUS, O.
Meynell. Little Chronicle of Magdalena Bach.
Doubleday.

Beethoven. R. Rolland. Holt.

Weekly Book Exchange

McDEVITT'S, 2079 SUTTER, SAN FRANCISCO, CAL.
Anything by or about S. Lanier, Poe, Geo. Sterling, John B. Tabb, Chas. W. Stoddard.
California, any bks., pamphlets, magazines, etc.

H. D. MCGLADE, 128 CHESTNUT, BOSTON, MASS.
Kelly. Nacio. 1st ed.
Morgan the Magnificent. 1st ed.
Little Novels of Sicily. American ed.
Haldane McFall. Aubrey Beardsley.

JAMES MADISON, 465 S. DETROIT, LOS ANGELES
Old dime novels, theatre playbills, etc.
Old commercial picture cards.

MADISON BK. STORE, 55 E. 59TH ST., N. Y.
Tom Graham. Hike and the Airplane.
Willa Cather. 1sts, large paper, inscribed copies
and manuscripts. Must be fine.

L. S. MATTHEWS & Co., 3554 OLIVE, ST. LOUIS,
Mo.

Magic of Herbs.

METHODIST BK. CONCERN, 581 BOYLSTON ST.,
BOSTON, MASS.

Happiness; Steps of Life, or, More Essays on
Happiness. Hilty. Macmillan.

MILLER'S BK. STORE, 64 N. BROAD, ATLANTA, GA.
Mooney. Myths of the Cherokees. U. S. Bureau
of Amer. Ethnology. 19th Annual Report,
1897-98. Washington. 1900.

MILLER'S BK. STORE, 914 E. CALIFORNIA ST.,
PASADENA, CAL.

Quotations for fine copies only.

Please state exact condition.

Deeping, W. Sorrell & Son; Old Pybus. 1st
eds. D.W.

Galsworthy. 1st Amer. eds., all titles.

Kipling. First Jungle Book. 1st Amer. ed.

London, Jack. 1st eds., all titles.

Mills, Enos A. The Romance of Geology.

1st eds.: Dreiser, Cabell, Morley, Sinclair
Lewis, Booth Tarkington.

MISSOURI STORE Co., COLUMBIA, MO.
Sacks Heine in America.

E. V. MITCHELL, 27 LEWIS, HARTFORD, CONN.

Way to Santiago. Grace King.

Growth and Form. D'Arcy Thomson.

Roll and Go. Colcord.

Homes of the Poets. A. Edward Newton.

Salammbô. Flaubert. Illus. Blaine.

Pianoforte Sonata and Its Origin. Shedlock.

Numerology. Seward.

Barry Canon. Woman; World Debate; Catholic
Church in Modern Age; Perils of Revolt;
Two Standards.

MOSS & KAMIN, 23 LEXINGTON AVE., NEW YORK

Colophon. First 4 numbers.

Faulkner. Soldiers Pay; Mosquitoes; Marble
Faun. 1st eds.

De Casseres. Shadow Eaters; Forty Immortals.

KIRK M. NAGLE Co., 117 W. 4TH, TULSA, OKLA.

All 1sts:

Chinese Ghosts.

Ethan Frome.

Books Wanted—Continued

K. M. NAGLE Co.—Continued

Barnum Autobiography.
Spoon River.
David Harum.
Heathen Chinese.
Twain, Mencken, Bierce Bibliographies.

NEDWICK'S BK. STORE, 346 N. CLARK, CHICAGO
Evans. Americana Bibliographies. Complete set
or odd vols.

Sabin. American Bibliographies.
Stauffer. Checklist of Prints, etc.
The Colophon. Odd vols.
Brunet. Manuel Du Librarie. Vol. 1.
Brotherhead. 40 Years Among Phila. Book-
sellers.

Hain. Repertorium Bibliographicum.
Fish & Oakleaf. Lincoln Bibliographies.
In Search of England.
Morton. Spell of London.
Any books on Chess or magazines.
Wagner. Plains and the Rockies.
Bailey, H. C. All titles, novels.
Farnol, J. All titles, not 1sts.

D. H. NEWHALL, 100 E. 42ND ST., NEW YORK
Butterfield, C. W. The Girtys.
Historical Soc. of Penna. Collections. 1853.
Litte. Ben Hardin, His Times.

L. I. NEWTON, 8 GENANDER, AUBURN, MASS.
100 Choice Selections. No. 35. ed. Garrett. 1896.
Treasury Humorous Poetry. ed. Knowles. 1902.
Pocket eds. Not Modern Library:

Ernest Dowson. Complete Poems.
Nietzsche. Thus Spake Zarathustra.
Martial, T. May, 1629. Index Expurgatorius,
186—.

NORMAN REMINGTON Co., BALTIMORE

Allen. Woman Who Did. Little.
Bernheim. Suggestive Therapeutics. Putnam.
Clark. Study of English Prose Writers. Scrib-
ner.
Goldenweiser. Early Civilization. Knopf.
Holmes. Principles of Character Making. Lip-
pincott.
Holt. Concurrent Jurisdiction of the Federal &
State Courts. 1887.
McLaren. Political History of Japan. Scribner.
Mason. Hypnotism and Suggestion in Therapeu-
tics and Disease. Holt.
Miller. Hypnotism and Disease.
Randall-Ryan. History of Ohio.
Rivers. Ancient Advertising and Publicity.
Roth. Roth Memory Course.
Thacher. Christopher Columbus.
Wells. Psychology Applied to Medicine. F. A.
Davis Co.
Wetterstrand. Hypnotism and Its Application.
1902. Putnam.

Mosso. Fatigue. Trans. Drummond.
Bennett. Buried Alive. 1 to 25 copies.
Powys. Skin for Skin. Harcourt.
McComb. Faith Greatest Power.
Farrar. Life of Christ. 2 vols. Best ed.
Verhaeren. Love Poems. 1917. Houghton.
Hunt. Life in America 100 Years Ago. Harper.
Carson. Marriage Revolt Study of Marriage and
Divorce. Hearts Inter. Lib.
Smith. Civil and Military Lists of Rhode Island.
Wheeler. History of North Carolina.
Frankan. Pigs in Clover. Lippincott.
Pershing Memoirs. Ltd. ed. Stokes.
Covers and End Papers of any Vol. of Audubon.
Birds large folio ed.

NORMAN, REMINGTON—Continued

Audubon. Quadrupeds of North America. 1st.
Bohemia Days.
Hanson. Old Kent.
Warfield's History of A. A. Co., Md.
Bonaparte. American Ornithology.
Brisbane. Mary Baker Eddy. Ball Pub. Co.
Bromwell. Old Maryland Families. Vol. I.
1916.

Brown. Portrait Gallery of Distinguished Amer.
Citizens. 1846. Hartford.
Browning. Magna Carta Barons. 1915.
Child. Senescence and Rejuvenescence.
Cloud. Down Durley Lane.
Cloud. Reed by River.
Clarke. Landmarks of Old Prince William Co.,
Va. 1924.

Coler. Two and Two Make Four. Beattys.
Dennett. Americans in Eastern Asia.
Earle. Maryland's Colonial Eastern Shore.
Fight for Everest. Longmans.
Fraser. Reminiscences of Charleston, S. C.
Law. Spirit of Love.
Meyer. Daily Homily. 5 vols.
Post. Sleuth of St. James Square.
Prophecies of St. Columbkille.
Roberts. Memoirs of John Bannister Gibson.
Pittsburgh. 1890.

Shattuck. Bahama Islands.
Sheffield. Grammar and Thinking.
Stephen. Essays in Ecclesiastical Biography.
Vol. 1. Longmans.
Faulkner. Sanctuary. 1st ed. Cape & Smith.

H. OBER, 485 MADISON AVE., NEW YORK
Chicago Tribune. Sunday ed. Sept. 28, 1919;
Mar. 28, May 23, Oct. 17, 1920.

OLD BK. SHOPPE, 330½ W. COMMERCE, SAN ANTONIO, TEX.

Stanley. In Darkest Africa. Vol. 1 only.
Lamb, Chas. Life of Ghenghis Khan.
Woodward, Alex. Reply to Uncle Tom's Cabin.

OLD CORNER BK. STORE, 50 BROMFIELD, BOSTON
Forbush. Birds. 1st ed. Vol. 1.
Aeneid. Trans. Cranch. Complete.
Hugh Benson. Lord of the World.

OLD PRINT SHOP, 150 LEXINGTON AVE., N. Y.
Pencil Sketches of Colorado. Matthews. 1866.
Old Prints wanted:

Lithographs by Currier & Ives. Particularly
large folio size prints.
American Town Views prior to 1875 by any pub-
lisher.
Advertising posters of early Locomotives, Rail-
roads, etc.
Audubon's Birds. Havell.
Early American Maps.
Shooting Prints. A. B. Frost.
Chicago Illustrated. 1866. Jevne & Almini.

OSBORNE'S, 923 STATE ST., SANTA BARBARA, CAL.
Hughes. Three Years in Arkansas. Pub. Doi o-
hue.

A. W. PAINE, 7 E. 12TH ST., NEW YORK

Williamson. History of Maine.
Pringle. Chicora Wood. Scribners.
Griffis. Life of Com. Perry.
Wilson. Ship Building. Text.
Kemp. Yacht Designing. Fol. 1876. Plates.
Rankine. Shipbuilding Fol. London. 1866.
Plates.
Blunt. Coast Pilots. All dates.
McFee. Engineer's Note Book. 1st. Describe.
McFee. Casuals of the Sea. London. 1st.

A. W. PAINE—Continued

- Briggs. Hist. of Shipbuilding on the North River, Plymouth County, Mass.
 Currier. Sketch of Shipbuilding on the Merri-mac.
 Morrison. History of New York Ship Yards.
 Low. Fleet of Clipper Ships.
 Griswold. Clipper Ships and Yachts.
 Hall. Shipbuilding Industry in U. S.
 Plans of W. H. Webb's Ships. 2 vols.
 McKay. The Practical Shipbuilder.
 Quote at all times on maritime books of all kinds.

PANURGE PRESS, 100 FIFTH AVE., NEW YORK
 Bibliographies, Glossaries, Catalogues, Lists, etc.,
 of erotic or curious books in any language.
 Books pub. by Charles Carrington of Paris.
 Dr. Caufeynon. La Ceinture de Chastete.
 Cabanes. Secret Cabinet of History.
 Farmer. Slang and Its Analogues. 7 vols.
 Farmer. Vocabula Amatoria.
 The Secrets of Women. Paris. 1899.
 Clouston. Popular Tales and Fictions.
 D'Aurevilly. Weird Women. 2 vols.

C. C. PARKER, 520 W. 6TH ST., LOS ANGELES
 The Happy Ship. S. F. Whitman.
 Children of Hope. S. F. Whitman.
 Life and Letters of Lewis Carroll. Colling-wood.
 Common Law. O. W. Holmes.
 Book of the Damned. Fort.
 Florence. Grant Allen's Historical Guides.
 Sacred and Legendary Art. Jameson.

PEABODY BOOK SHOP, 913 N. CHARLES ST.,
 BALTIMORE, MD.
 Quote each title on separate card.
 Alcott. Jo's Boys; Little Women.
 American Journal of Roentgenology and Am.
 Quarterly of Roentgenology.
 Bahama Islands. Shattuck, or any other.
 Brauer, E. Construction of Balance.
 Colophon. Parts 1 and 3.
 Columbia U. Home Study Am. Law and Proceed.
 La Salle. Am. Law and Procedure.
 Loeb, Jacq. Dynamics Living Matter.
 Mitrol Stenosis. Levine & Cutles.
 Philistine. Vols. 36 to 41.
 Volhard & Fahr. Die Brightsche Nerenk.

EDWARD E. PEARL, WEST BOXFORD, MASS.
 Lowell, Mass., Old Residents Hist. Colls. Vol. 6.
 Mass. Magazine. Vols. 5, 6, 7, 10, 11. Salem.
 1912-1918.
 The Carcys of Virginia. Fairfax Harrison.
 New England Hist. Gen. Register. Vols. 15, 16,
 17, 18, 19, 20, 22.
 History of Talland Co., Conn.

C. A. PENZEL, 211 S. WALNUT ST., MUNCIE, IND.
 Sparth. Words and Music.

PERINE BK. CO., 1411 UNIVERSITY AVE., S.E.,
 MINNEAPOLIS, MINN.
 Steele. Tatler. Ed. by George Aitken. Duck-
 worth & Co.

JOAN PETERS BOOKS, 128 S. 7TH AVE., N. Y.
 for resale. Quotations must be reasonable.
 Bacheller. Eben Holden. 1st ed.
 Blaisdell. Life of the Indians.
 England. Darkness and Dawn.
 Felt. New York State Museum Memoir, No. 8.
 Insects Affecting Park and Woodland Trees.
 Vol. 1.
 France. Book Lovers Edition. Pub. Wise. 1920.
 Vol. 9.

Weekly Book Exchange

JOAN PETERS—Continued

- Gascoygen. When Knighthood Was in Flower.
 1st ed.
 Gilpillan. Modern Woman and How to Manage
 Her.
 Lane. Biography of Charles Chaplin.
 Lecky. Democracy and Liberty. Longmans,
 Green. 1899. Vol. 1. Development of Eu-
 ropean Morals.
 Lincoln. Cap'n Eri. 1st ed.
 Motley. United Netherlands. Harper. 1868.
 Vols. 2, 3, 4. Any.
 Moulton. Shakespeare's Heroines.
 Salincort. Our Little Boy.
 Verne. Castle in the Carpathians. Reading
 copy.

PETTIBONE MCLEAN, 14 W. 1ST, DAYTON, O.
 Olcott. Life of Wm. McKinley.

N. A. PHEMISTER CO., 42 B'WAY, NEW YORK
 Airway Age. Vols. 1-11.
 Aircraft Year Book, 1921 & 1923.
 American State Papers. Vols. 1-8.
 Banking Law Journal. Vols. 1-16.
 Federal Power Commission. 2nd Report, 1923.
 Handbook of Commissioners on Uniform State
 Laws. 1890, 1891, 1892, 1893, 1895, 1903,
 1906, 1908, 1922 & 1923.
 National Income Tax Magazine. Vols. 1-4.
 Ohio Attorney General's Opinions. Vols. 1-3,
 1906 & 1909-10.
 Patton. Influence of Newspaper by Presenta-
 tion upon Growth of Crime. 1911.
 Porto Rico Attorney General's Opinions. Vol. 3.
 Quarterly Journal of Economics. Vols. 1, 3, &
 22.
 Reports of the Annual Conference of Charities
 & Corrections (now known as Proceedings
 of the National Conference of Social Work).
 1910, 1911, 1912, 1918, 1919, 1920, 1924.
 Huysman. Down There. 1930.

PHOENIX BK. SHOP, 41 E. 49TH, NEW YORK
 Hemingway, Ernest. The Sun Also Rises. 1st.
 Fort, Charles. The Book of the Damned; New
 Lands.
 Faulkner, Wm. Mosquitoes; The Marble Faun;
 Soldier's Pay. 1st eds.
 Kent, Rockwell. Bookplates and Marks. 1st ed.
 Education of Henry Adams. Presentation ed.
 McFee, William. Aliens. 1st. N. Y. ed.;
 Casuals. 1916. N. Y.; Port Said Miscell-
 any. 1st.; An Ocean Tramp. N. Y. 1921;
 Engineers Note Book. 2nd & 3rd eds.; Sail-
 ors of Fortune. 1st ed.
 Cummings, E. E. The Enormous Room.
 Cabell, James Branch. The Eagle's Shadow.
 2nd, 3rd and 4th issues; The Line of Love.
 2nd issue; Branchiana. 2nd issue; Cords of
 Vanity. 2nd issue; Soul of Melicent. 2nd
 and 5th eds.; The Cream of the Jest. Re-
 vised 1922; Jurgen. 18th ed.

PIAZZA BK. SHOP, 8331 EUCLID, CLEVELAND, O.
 Book Prices Current. 1926-27-28.
 Bibliographies.

PIZITZ, BK. DEPT., BIRMINGHAM, ALA.
 Donn Byrne. The Wind Bloweth; Brother Saul.
 Signed copy; Hangman's House. Signed. 1st
 eds. only; Stranger's Banquet. Any reg.
 trade ed.

PLAINFIELD, N. J., BK. SHOP, 321 PARK AVE.
 Farm Ballads; City Ballads. Carleton.

Books Wanted—Continued

POST BOX B'KSHOP, 29 E. 48TH ST., N. Y.
Anstey. Vice Versa.
Colly. Green Forest.
Bennett. Imperial Palace. Eng. 1st.
Italian Literature. Bellini trans.

PRESBY. BK. STORE, GRANITE BLDG., PITTSBURGH
Reed. On Revelation.
Jesus Christ, the Son of God. MacGregore.

PRESTON & ROUNDS CO., 49 EXCHANGE PL.,
PROVIDENCE, R. I.
Sarah Orne Jewett. Stories and Tales. 7 vols.

PRINCETON UNIV. LIB., PRINCETON, N. J.
Hume. Spanish People.

PUTNAM BOOKSTORE, 2 W. 45TH ST., NEW YORK
Quote by Mail only.
O'Connor. Little Thank You.
Allison. The Great Pyramid.
Atherton. Perch of the Devil.
Ayscough. Marotz.
B. raheim. Suggestive Therapeutics.
Cleugh. Wanderers End.
Derieux. Animal Personalities.
Tenn, son. Idylls of the King. Illus. Doré.
Ear, e. Pot-Pourri from a Surrey Garden.
Eastman. Enjoyment of Poetry. 1st ed.
Elsdale. Studies in the Idylls. 1878.
Evans. Mental Cure. 1869; Mental Medicine.
1872; Soul and Body. 1875.
Forrester. Warwick Woodlands. Large type ed.
Gardiner. Greek Athletic Sports and Festivals.
Kennedy. Demosthenes' Orations. Vol. 2.
Kropotkin. Mutual Aid.
Macallum. Tennyson's Idylls. Glasgow. 1894.
Phillips. Edgar Allan Poe—the Man.
Quimbys Manuscripts.
Shelton. An American School Mistress.
Styles. Ancient Windsor, Conn.
Thomas. Practical Book of Outdoor Rose Grow-
ing.
Tuckerman. America and Her Commentators.
Crofton. Queen of Ninevay.
Decisions of the Commission of Patents for
1914-1915.
Larkin. Second Coming of Christ; Dispensa-
tional Truth; Book of Revelation.
Larkin. Rightly Dividing the Word; Spirit
World.
Porter. Giant Cities of Bashan.

RARE BOOK CO., 99 NASSAU ST., NEW YORK
Memoirs of Mrs. Eddy. Adam Dickey.
Christian Science Books, Manuals.
Science of Man. Mrs. Glover. 1876, 1879, 1883.

THE RARE BK. SHOP, 822 17TH ST., WASH., D. C.
Widdemer. Heroes of the Revolution. With
portraits.
Malory. King Arthur and His Knights. Col illus.
Rackham.
Sibly. Astrology.
A' exander. Military Memoirs of a Confederate.
VonBorcke. Memoirs of fthe Civil War. 2 vols.
Golf. Scarce items only.

RARE B'KCASE, 1659 TROY AVE., B'KLYN, N. Y.
The Bibelot. Set or odd vols.
Cary. Songs and Poems. Golden Cockerel.
Martial. Epigrams. Hotten. Ltd. ed.
Symons. Question of Pathology. Rimbaud.
Symons. Incredible Adven. of Pignata.
Suburban Souls. 3 vols.

P. REILLY CO., 133 N. 13TH ST., PHILADELPHIA
Arundel Motto. Hay. Burt ed., cloth preferred.
Beautiful Vermont. Wallace Nutting.
Elements of Logic. James Balmes.

RIKE-KUMLER CO., BK. DEPT., DAYTON, OHIO
Poppy. Cynthia Stockley.
Tuning Point. Robt. Chambers.
Sybil's Influence. Mrs. Georgie Sheldon.
Rhoda Broughton. Red As a Rose Is She; Com-
eth Up as a Flower; Joan; Belinda.

A. M. ROBERTSON, 222 STOCKTON, SAN FRANCISCO
She. Rider Haggard.
Archie Butt's Letters.
Four Weeks in the Trenches. Fritz Kreisler.

E. R. ROBINSON, 410 RIVER ST., TROY, N. Y.
Angell. Great Illusion.
Banding. Vagabond House.
De Quincey. Collected Works. Vol. 2.
Elliott. The Wrong Way.
Henderson & Freeman. Essay Writing.
Masefield. Wanderer of Liverpool. 1st ed.
Marshall. Export and Trade.
Smith. Home Aquarium.
Smith. Poems of Home and Country; America
and Other Poems.
Van Doen. Spring Thunder.
Wigmore. Illinois Crime Survey.
Wood. East Lynne.

ROCHFORD'S BK. SHOP, 27 COURT SQ., BOSTON
American Statesmen Series. 31 vols.
Boardman. The Small Yacht.
Ford, Corey. Three Rousing Cheers.
Joyce. Ulysses.
MacGowan. Theatre of Tomorrow.
Reed. N. A. Birds' Eggs.
Roosevelt. Foes in Household.

ROGERS' BK. SHOP, 622 W. 6TH, LOS ANGELES
Secrets of the White House. Mrs. Jaffray. Pub.
Cosmopolitan Bk. '27.

S. ROSE, 1625 N. VINE ST., HOLLYWOOD, CAL.
Faulkner. Soldier's Pay.
Oliver Twist. Play version.
The Better Way. Wagner.
Devil's Guard. Mundy.

RUSSELL, LANG B'KSHOP, WINNIPEG, CANADA
Lappin, H. A. Selections of J. Henry Newman.
Modern Students Library.

ST. PAUL, MINN., BK. & STAT'Y CO., 55 E. 6TH
Biggers. Love Insurance.
Farnol. Money Moon.

SALISBURY'S, 78 E. 10TH ST., NEW YORK
National Geographic before 1912.

SATHER GATE BK. SHOP, 2271 TELEGRAPH AVE.,
BERKELEY, CAL.

Le May, Reginald. An Asian Arcady.

SATYR BK. SHOP, 1622 N. VINE, HOLLYWOOD, CAL.
Studies in Psychoanalysis. Bodouin.

A. J. SCHEUER, 26 E. 56TH ST., NEW YORK
Livingston. Kipling Bibliography.
Spielmann-Layard. Kate Greenaway. L. P.
Rackham Illus. L. P. copies.

SCHULTE'S BK. STORE, 80 FOURTH AVE., N. Y.
Clarke, W. N. Outline of Theology.
Streeter. Spiritual Pilgrimage of Jesus.
Windsor. Station X.

National Geographic Magazines. 1888, 1889, 1890, 1891, 1892, 1898.

Kelly. Historical Guide to the City of New York.

SCRANTON'S, 334 E. MAIN, ROCHESTER, N. Y.

Burke's Peerage.

Americq Heraldic.

CHAS. SCRIBNER'S SONS, 597 FIFTH AVE., N. Y.

Alexander, Mrs. The Wooing O't.

Blanshard. Labor in Southern Cotton Mills.

Carey. Other People's Lives; Rise with a Difference; Highway of Fate; A Marriage at Sea; The Frozen Pirate; At the Moorings; Key to the Unknown; But Men Must Work; Sir Godfrey's Granddaughter; Mollie's Prince; Mrs. Romney; Doctor Luttrell's First Patient; Little Miss Muffet; Cousin Mona; My Lady Frivol; Life's Trivial Round; The Mistress of Brae Farm.

Cato's Farm Management. Trans. Harrison.

Davidson. Aristotle and the Ancient Educational Ideals.

Davis, W. S. Influence of Wealth in Imperial Rome.

De Brehat, A. French Robinson Crusoe.

Dodd, W. F. Revision and Amendment of State Constitutions.

Farman, E. A Little Woman. Allie-Bird Series. No. 1; Grandma Crosby's Household. Allie-Bird Series, No. II; A Girl's Money. Allie-Bird Series, No. III.

Farmer, J. E. Court at Versailles.

Fenn, G. M. Mother Carey's Chickens.

Fleimann. Comments on Hacks and Hunters.

Gerould. Modes and Morales.

Gilder. Schwatka's Search.

Gladden. Ultima Veritas.

Grahame. Wind in the Willows. Branson illus.

Harley. The Young Crusoe.

Hay, M. C. For Her Dear Sake; Squire's Legacy.

Henke. Study in Psychology of Ritualism.

Hervey, H. King Cobra.

Hesiod. Works and Comment; Text by Paley.

Hoar, S. Constitutional Conventions.

Huneker. Unicorns.

Jones, R.M. Stories of Hebrew Heroes.

Kipling. Mine Own People.

Lowrie, R. H. Culture and Ethnology.

Mulhauser. Cruise of the Amaryllis.

Mumery. My Climbs in the Alps and Caucasus.

Norwood Series of Boy's Books.

Pickett's Charge and Other Poems.

Rouse, A. L. Deane Girl.

Sloan and Farquhar. Dog and Man.

Tuer. Forgotten Children's Books.

Wraxhall, Sir. L. Willis, the Pilot.

SCRUGGS-VANDERVOORT-BARNEY, BK. DEPT.,
ST. LOUIS

Alexander. Hidden Servants. Little, Brown.

H. M. SENDER, 5845 CENTRAL, KANSAS CITY, MO.
Prose and Poetry of the Live Stock Industry
of the United States. Vol. 1 only.

CHARLES SESSLER, 1310 WALNUT, PHILADELPHIA

Elliot's Debates.

Beverly Nichols. Patchwork.

Any Autograph material of Robert Frost.

Any Presentation copies of Robert Frost.

Dr. Dodd. Beauties from Shakespeare.

Anatomy of Bibliomania. Jackson. 1st ed.

Walt Whitman. Memories of President Lincoln.
1906 ed.

Harry Leon Wilson. Somewhere in Red Gap.

Weekly Book Exchange

CHAS. SESSLER—Continued

F. Norris. McTeague.

Dogs in Dickens. Chiswick Press. 1926.

J. V. SHEEHAN & CO., 1550 WOODWARD, DETROIT

Marquis, Don. Sonnets to a Red-Haired Lady.

Denis. Life and Destiny. Trans. Wilcox.

SHEPARD BK. CO., 408 S. STATE, SALT LAKE CITY,
UTAH

Albert B. Reagan. Don Diego.

Twain. Roughing It.

Pourtales. Polonoise.

SILER'S, 1000 CANAL ST., NEW ORLEANS, LA.
Lovelace. Astarte.

R. SLIGER, NAT'L BANK OF W. VA., WHEELING,
WEST VIRGINIA

West Virginia and Virginia items at all times.

SMITH & McCANCE, 5 ASHBURTON PL., BOSTON

The Book of Humorous Verse. Carolyn Wells.
1920.

Illinois Crime Survey. Edited John H. Wigmore.

A. J. SOUWEINE, 611 W. 177TH ST., NEW YORK
Chess Items and Chess Curios. Any.

SPRINGFIELD, MASS., CITY LIBRARY

Baker. Adventures in Friendship.

Chisholm. Enchanted Land. 2.

Garnett. Life of Thomas Carlyle.

Jackson. Book of the Locomotive. 2.

Middleton. Glorious Exploits of the Air.

Bartlett. One Way Out.

Bjornson. Fisher Lass.

Bower. Skyrider.

Sampson. Comings of Cousin Ann.

Sand. Fanchon the Cricket.

Weir. Merry Andrew.

G. E. STECHERT & CO., 31 E. 10TH, NEW YORK

Adams. The Clarion. Houghton.

Boyl. Cases Amer. Constit. Law.

Creel. How We Advertised America.

Fink. Lichens of Minnesota.

Ignatius. Financing Public Service Corp.

Jung. Psychology Dementia Praecox.

Kunz. Ivory and Elephant in Art.

Sullivan. Bases of Modern Science.

Telberg. Last Days of the Romanovs.

E. STEIGER & CO., 49 MURRAY ST., NEW YORK

Fraser. History of Trinidad. 1781-1813.

Josephson. Bibliographies of Bibliographies.

Foulke. Federal Income Tax.

Henry. Calculus and Probability for Students.

Proceedings of Biolog. Soc. of Washington. Vol.
18. 1905.

STEWART KIDD, 19 E. 4TH, CINCINNATI

Literary Heartstones of Dixie. Corbell.

Gentle Art of Faking. Nobili.

Benjamin Drake. Tales of the Queen City.

Meredith. Diana of the Crossways. 1st Eng.
ed.

Eckel's First Editions of the Writings of
Charles Dickens. London.

W. K. STEWART CO., LOUISVILLE, KY.

John Fox. Hell for Sartain.

Wm. Faulkner. Soldiers Pay; Sound and Fury;
Sanctuary. 1st eds.

Books Wanted—Continued

HARRY STONE, 24 E. 58TH ST., NEW YORK
Colcord. Game of Life and Death. Any.
Cox. Classic Point of View. Any.
McFee. Engineers Note Book. 1st.
Moore, George. The Lake. 1st.
Poe. Poems; Tales. 1sts.
Harrison. Life of Poe.
Tomlinson. Inscribed 1sts, A.L.S., Manuscript material.

GUY STONESTREET, 35 W. 44TH ST., NEW YORK
Rackham & Reid. English Pottery. Scribner.

STRAND BK. STORE, 95 4TH AVE., NEW YORK
Robert Paltock. Peter Wilkins.

FRED STRECKER, 508 ST. PAUL, ROCHESTER, N.Y.
Alden, Rev. Timothy. An Account of Sundry
Missions Performed Among the Senecas and
Munsees. New York. 1827.
Old Pamphlets on the Life of Mary Jemison, a
Narrative of Indian Captivity.
Books and other items printed at Rochester,
N. Y., before 1860.

STUDENTS BK. CORP., PULLMAN, WASH.
Baum, Herman. Das Lymphgefasssystem des
Hundes. New or used. 2 copies.
Baum, Hermann. Das Lymphgefasssystem des
Rindes. New or used.

TEXAS BK. STORE, 2244 GUADALUPE, AUSTIN,
TEXAS
Z. N. Morrell. Fruits and Flowers of the Wil-
derness.

THEOSOPHICAL PRESS, WHEATON, ILLINOIS
Rare books on Occultism. Supply list.

THOMS & ERON, 89 CHAMBERS ST., NEW YORK
Please quote individual items on separate cards.
Shakespeare. Comedies. Illus. Edwin A. Abbey.
Vol. 1. Grey boards.
Green. Short History of the English People.
Illus. ed. Harper Bros. 1893. Vols. 2, 4.
Valentine's Manuals. 1841-2, 1843-4, 1844-5,
1845-6, 1847, 1850, 1853. Must be com-
plete, in fine condition and in orig. binding.
Munsell. History of Queens County, N. Y.
Waller. History of the Town of Flushing, N. Y.
Moulton's Library of Criticism. Complete sets
or odd vols.
Dalrymple. In the Heart of Christmas Pines.
Mackenzie. Book of 5,000 Recipes.
Lyman. Oliver H. Perry and the War on the
Lakes. 1905.
Bacon. History of the U. S. Secret Service.

THREE MUSKETEERS, 83 S. 3RD, MEMPHIS, TENN.
Lamon & Slocum. Turkey Raising.

H. H. TIMBY, ASHTABULA, O.
Si Klegg.
Outward Bound. 1838. Vol. 1.
Outre Mer. 1835. Vol. 1.
Forsyth. Fencing.
Tolstoy. Set.
Early Maps of Ohio.
Autographed Copies. Limited eds.

TULSA, OKLA., BK. SHOP, 516 S. MAIN ST.
Chester. Making of Bobbie Burnitt.
Jones. Peter Piper.

TWICKENHAM BK. SHOP, LANCASTER AVE.,
ARDMORE, PA.

Bedier. Tristram and Iseult. Imported by Lip-
pincott.
Hale, Lucretia. Peterkin Papers. 1st ed.

TWIN CITY BK. & STAT'Y CO., 408 CEDAR ST.,
ST. PAUL, MINN.
Spalding Football Guides. 1894-1898.

O. ULBRICH CO., 386 MAIN ST., BUFFALO, N. Y.
Justin McCarthy. The Proud Prince.
Nash. Hard Lines. 1st ed. 5 copies.
Weissman. Problems of Modern Music.
S. T. Pope. Adventures Bowmen.
Halsey & Power. Homes of Our Ancestors.
Early eds. of Sidney Lanier Poems. 1884, 1891,
etc.

M. ULRICH'S BK. SHOP, 374 ST. PETER ST.,
ST. PAUL, MINN.
Lives of the Painters. Vasari. Scribner ed.

UNION BK. CO., 257 STATE, SCHENECTADY, N. Y.
Thomas L. Masson. That Silver Lining.

UNION SQ. BK. SHOP, 30 E. 14TH ST., N. Y.
Cash or autographs returned in twenty-four
hours. Autographs wanted. Letters and
documents written by Americans. National
celebrities as well as locally known people.
All Presidents, signers, Generals, literary corre-
spondence of editors, Original literary manu-
scripts.
Anything by or about Barlow, Pinkney, Poe,
Hawthorne, Longfellow, Lowell, Holmes,
Whitman, Whittier, Griswold, Washington,
Harrison, Lincoln, Grant, Wilson and
Harding.
Collections purchased, appraised and sold by
auction.
Send or bring us what you have.
Cash or merchandise back, twenty-four hours
after receipt.

UNIVERSITY BK. STORE, ROCHESTER, N. Y.
Sabatier. France Today.
Safford. Burr Conspiracy.
Sanborn. A. Bronson Alcott.
Sanford. Course in Experimental Psychology.
Scammon. Marine Mammals of N. America.
Scherger. Evolution of Modern Liberty.
Schevill. Making of Modern Germany.
Schierbrand. Austria-Hungary.
Schleiden. Importance of Jews.
Schmidt. Rousseau and Byron.
Schnitzler. Viennese Idylls.
Schoenrich. Santo Domingo.
Schroeder. Oliver Wendell Holmes.
Scott. Life and Letters of Robert Bacon.
Scudder. Men and Manners in America.
Senior. Science of Political Economy.
Seton-Watson. South Slav Question.
Shakespeare. King Lear. Crowell.
Shakespeare. Shakespearian Studies.
Shaw. Journals with Life of Author.
Shearman. Development of Symbolic Logic.
Shelking. Recollections of Russian Diplomat.
Sheppard. Photo-chemistry.
Shuckburgh. Augustus.
Simmonds. Animal Food Resources.
Simpson. Re-shaping of Far East.
Siren. Leonardo da Vinci.
Slater. English Peasantry.
Smiles. Chemical Constitution.
Smith. China and America Today.
Smith. Characters from Histories and Memo-
ries.

UNIVERSITY BK. STORE—Continued

- Smith. 18th Cent. Essays on Shakespeare.
 Smith. Fishes of N. Carolina.
 Smith. Spirit of American Govt.
 Smith. Annexation of Texas.
 Smollett. Compendium of Authentic Voyages.
 Sneath. Wordsworth.
 Sombart. Jews and Modern Capitalism.
 Sonnischen. Consumers Cooperation.
 Sorley. Recent Tendencies in Ethics.
 Speer. Missions and Modern Hist.
 Steffens. Shame of Cities.
 Stekel. Language of the Dream.
 Stephens. Old Northern Runic Monuments.
 Stephens. Hist. of French Revolution.
 Stevenson. Early Reviews of Great Writers.
 Stillman. Paracelsus.
 Stillman. Franco-Crispi.
 Stimson. Federal and State Constitutions.
 Stirling. Letter-Bag of Lady Spencer-Stanhope.
 Stith. Hist. of Virginia.
 Stoll. John Webster.
 Stone. Reformation and Renaissance.
 Story. Wm. Blake.
 Story. Commentaries on Constitution.
 Stratton. Experimental Psychology.
 Stro g. Introduction to Study of Language.
 Strutt. Dress and Habits of People of England.
 Summers. Our Lollard Ancestors.
 Swift. Gulliveriana.
 Sybel. Hist. of French Rev.
 Symons. Figures of Several Centuries.
 Bahlsen. Teaching of Modern Languages.
 Beard. Port-Royal.
 Caffin. Story of French Painting.
 Carman. Last Songs from Vagabondia.
 Cohen. Workmen's Compensation in Gt. Britain.
 Collins. Essays and Studies.
 Cross. Anglican Episcopate and American Colonists.
 Dickinson. Playwrights of New American Theater.
 Finck. Wagner and His Works.
 Hatfield. Gynecology.
 Hearn. Essays in European and Oriental Lit.
 Hugon. Social France in 17th Cent.
 Jones. Peasant Rents.
 Paulsen. Immanuel Kant.
 Turgot. Formation and Distribution of Riches.
 Villari. Life and Times of Savonarola.

UNIV. OF COLORADO B'KSTORE, BOULDER, COL.
 Addison. Story of the First Gas Regiment.

UNIV. OF KANSAS LIBRARY, LAWRENCE, KAN.
 Henry Fairchild Osborn. From the Greeks to Darwin. Columbia Univ. Biological Series, No. 1. Scribner, pub.
 Williston Walker. The Reformation. Scribner.
 Lyon G. Tyler. Letters and Times of the Tylers. Vols. 1 & 2.

UNIV. OF N. CAROLINA LIB., CHAPEL HILL, N. C.
 Boswell. Private Papers. Oxford. 1931.
 Coleman, S. L. Common Problem.
 Hyde. Geo. Herbert and His Times.
 Johnson. Amer. First Editions.
 Moulton. Library of Literary Criticism. Vol. 6.
 Page. Robert E. Lee, the Southerner.
 Park. Principles of Human Behavior.

UNIV. OF TORONTO LIBRARY, TORONTO 5, CAN.
 Wang. Rise of the Native Press in China.
 Wharton. Fruit of the Tree.
 Bau. Foreign Relations of China. Rev. ed.

J. VANMALE, 3331 E. 14TH AVE., DENVER, COL.
 Western and Middle Western Americana. Anything at any time.

Weekly Book Exchange

J. VAN MALE—Continued

- Indians. Anything, including Captivities.
 Americana Bibliographies, including Sabin.
 Stephen A. Douglas. Anything by or about.
- VAN NORMAN BK. CO., 1415 HOWETT, PEORIA, ILL.
 Anything pertaining to Abraham Lincoln.
- VENDOME NEWS BK. SHOP, 261 DARTMOUTH ST., BOSTON
- Neil, H. Roosevelt's Thrilling Experiences in the Wilds of Africa Hunting Big Game. \$1.50. Bible House.
 Perry, F. M. Life of Theodore Roosevelt. 60c. '03.
 Peavyhouse, W. W. Thribane in Rhyme to Theodore Roosevelt. Pa. 50c. '19. Donohue.
 Roosevelt Pilgrimage of 1922. \$3.00. '22. Roosevelt Memorial Ass., 1 Madison Ave., N. Y.
 Unger, F. W. Roosevelt's Hunting Trip in Africa.
 Wade, M. H. Real Americans. \$1.65. '22. Little.
 Wisdom of Roosevelt. With an Int. Introd. by William Roscoe Thayer. \$1.50. '20. Brentano's.
 Wheelock, J. H. Bibliography of Theodore Roosevelt. \$2.00. '20. Scribner.
 Remey, O. E., and others. Attempted Assassination of ex-President Theodore Roosevelt. 2nd ed. 50c. '12. Progressive Pub. Co., Milwaukee.
 Seymour, F. Roosevelt in Africa. \$2.00. '09. Educational Co.
 Spaulding, W. When Theodore Is King. pa. 25c. '09. W. Spaulding, 411 W. 115th St., N. Y.
 Strenuous Epigrams. \$1.00. '12. Caldwell.
 Tompkins, R., comp. Some of the Books That Interested Theodore Roosevelt.
 Century Association. Theodore Roosevelt. 197 W. 43rd St., N. Y.
 Church, D. W. Ideas and Vision of Abraham Lincoln, and the Coming of Theodore Roosevelt. 25c. '12. Berlin Carey Co., Chicago.
 Erwin, A. Post-mortem Opinions by Theodore Roosevelt. \$1.50. '20. Am. Metaphysical Assn.
 Adventurous Life and Heroic Deeds of Theodore Roosevelt. Introd. by M. Halstead. \$1.50. '05. National.
 Allen, P. L. Roosevelt the Inspiration. In America's Awakening. \$1.25. '06. Revell.
 Bennett, T. W. Roosevelt and the Republic. \$1.50. '08. Broadway Pub.
 Bishop, T. B. Roosevelt's Peace Record. '16. Roosevelt Non-partisan League, 12 Vanderbilt Ave., N. Y.
 Kullnien, M. From Rough Rider to President. \$1.50. '11. McClurg.
 Light, W. Light on the Roosevelt Movement. 10c. '12. Willard Light, 4832 Arlington St., Los Angeles, Cal.
 Lundeborg, H., and Seymour, F. Great Roosevelt African Hunt and the Wild Animals of Africa. \$1.75. '10. Educational Co.
 Modest Mr. Roosevelt and Some Other Things. 5c. '10. N. Y. Evening Post.
 Goodhue, B. W. Roosevelt, a Book of Tributes. \$2.50. '22. Ster Bulletin Ruf. Co., Honolulu, H. I.
 Great Adventure. Present-day Studies in American Nationalism. \$1.00. '18. Scribner.
 Hunting Trips of a Ranchman. Sagamore ed. 50c. Putnam.
 Iles, G., ed. Soldiers and Explorers. 75c. Doubleday.

Books Wanted—Continued

VENDOME NEWS—Continued

- Miller, T. M. Triumphant Life of Theodore Roosevelt. \$1.50 '10. International Pub. Co.
- MacDonald, A. Would-be Assassin of Theodore Roosevelt.
- Morris, C. Marvelous Career of Theodore Roosevelt. \$1.50. '10. Earle.
-
- H. S. VICTORSON, 6 BEACON ST., BOSTON
Police Gazette for year 1907.
The Magician. W. S. Maugham.
-
- VON BLON BK. STORE, 416 FRANKLIN AVE., WACO, TEX.
Tennyson. Memoirs of Alfred Tennyson.
Haley. X. I. T. Ranch.
-
- VROMAN'S, 329 E. COLORADO ST., PASADENA, CAL.
Alcott. Little Women. \$2.50. Illus. Birch. Green cloth.
Colophon. 1st 4 issues.
Rockwell Kent. Wilderness. 1st ed.
Oliver N. Saylor. Max Reinhardt and His Theatre Miracle.
Thompson. Foolscap of Verse.
Pauline Stiles. Crooked Stick.
Chalfant. Story of Inyo County.
Burnham. Scouting on Two Continents. \$2.50 ed.
Jordan. Guide to the Study of Fishes. 2 vols.
Holder. Game Fishes of the World.
Jordan & Everman. American Food and Game Fishes.
Milne. Presentation copies.
World Book.
Hemingway. A Farewell to Arms. Signed Ltd. ed.; In Our Time. Paris ed.
Christopher Morley Presentation copy.
Woodrow Wilson Presentation copy.
-
- WALDEN BK. SHOP, 546 N. MICHIGAN, CHICAGO
Maclay. History of the U. S. Navy.
Oppenheim. Book of Self. 1917.
Tomlinson. Out of Soundings. Limited ed.
Hudson. Far Away and Long Ago. Knopf ed. only.
Faulkner. All 1st eds.
-
- F. WALTERS, 512 GRAND CEN. PALACE, N. Y.
Shufeldt. Myology of the Raven.
Coulter & Chamberlain. Morphology Angiosperms.
-
- HAROLD WALTON, 186 RIVERSIDE DRIVE, N. Y.
Earle, Alice Morse. China Collecting in America. Scribner. 1892 or reprint.
-
- JOHN WANAMAKER, BK. DEPT., NEW YORK
Pandora La Croix. Wright. Pub. Lippincott.
Clown's Courage. Scarlett. Pub. R. G. Badger.
-
- WEISER'S BK. SHOP, 108 4TH AVE., NEW YORK
Plays. Susan Glaspell.
-
- SIGMUND WEISS, 244 E. 3RD ST., NEW YORK
Morton. Art of Theatrical Make-Up.
Old West Point Prints.
Greene. Historical Sketch of Lincoln, R. I.
Angell. Genealogy of the Descendants of Thomas.
Southern Literary Messenger. Any.
DeBow Review. Any.
Southern Review. Any.
Niles' Register.
Jenkins. The Gwinnett Bible. Pamphlet.
Moran. La Danse. Phila. 1st.
Levi Woodbury. Writings. Vols. 2 & 3.

J. R. WELDIN Co., 413 WOOD ST., PITTSBURGH
Singer & Strang. Etching, Engraving and Other Methods of Printing Pictures. London.

WELLS & BEUERLE, 1123 ROOSEVELT, LLANERCH, PA.

Century Readings in English Literature.

- E. H. WELLS & Co., 602 MADISON AVE., N. Y.
Arnold. Civilization in U. S. 1st American ed.
Beerbohm. More. 1st Am. ed.
Beers. Mind That Found Itself.
Bianchi. Within the Hedge. 1899.
Browning. Only a Curl. 1st Am. ed.
Carlyle. Letters to Youngest Sister. 1st Am. ed.
Cary. Hist. of Christianity in Japan. 2 vols.
Christian Education in China.
Dobson. 1st Am. eds. of Horace Walpole, Miscellanies. 2nd Ser.
F. Alexander Parker. Any vols.
Galsworthy. Five Poems. 1st Am. eds.
George Moore. 1st Am. eds. before 1919.
Haggard. She. 1st Am. ed.
Jackson. Mercy Philbrick's Choice. B. 1876.
Keckley. Behind the Scenes. 1868.
Les anciennes écoles de peinture dans les collections Russes. 1910.
Loeb. Forced Movements, Tropisms, etc.
Masters. Lincoln. 1st ed.
Miller. Hunt's Relations with Byron. 1st Am.
Nevins. Life of J. L. Nevins.
Riley. Booker Washington. 2 vols.
Stedman. E. B. Browning.
Tomlinson. Out of Soundings. Lim. ed.
Univ. of Calif. Pub'ns. Vol. 4, no. 1.
Valentine Manuals. New Series for 1920, 1924, 1925.
Wells. First Men in Moon. 1st Am. ed.

B. WESTERMANN Co., 13 W. 46TH ST., N. Y.
Kellogg. Pittsburgh Survey Findings. Vol. 3.
Collins, Wilkie. Evil Genius.
Sharp. Point and Pillow Lace.
Armstrong. Gainsborough. Scribner ed. 1904.
Architectural Forum. Jan., 1931. Pt. 1.
Adams. Familiar Letters of J. Adams & Abigail Adams.
Pollard. Book of the Pistol and Revolver.
Butler. Treaty Making Power of the U. S. 2 vols. 1902.

JAS. T. WHITE & Co., 70 FIFTH AVE., N. Y.
Jade. B. Laufler. Pub. 1912 by Field Museum of Chicago.

R. H. WHITE Co., BK. DEPT., BOSTON
The Life That Counts. L. Valentine Cole. Crowell.
Flags of the Revolution. Davis.

WHITLOCK'S, 15 B'WAY, NEW HAVEN, CONN.
Aronovici, C. Knowing One's Own Community.
American Book-Prices Current. Index vol. 1902, '16.
Akajio, R. H. Town Proprieties of the New England Colonies.
Baas-Bass. Medical Hist. Trans. Henderson.
Barger. Simple and Natural Bases.
Barre. Lives of Illus. Men of America. 1859.
Coulter & Chamberlain. Morphology of Angiosperms.
Froude. Thomas Carlyle.
Gamgee. Physiological Chemistry of the Animal Body.
Home University Book Shelf.
Hubbell. Legal Directory.
Kale. Future Interests in Illinois. 2nd ed.

WHITLOCK'S—Continued

Lewisohn. Drama and Stage.
List of Print Dealers.
Lee, Sidney. Life of Edward the Second.
Montague, C. E. A Writer's Notes on His Trade.
McCandless. Syllabus of Stage Lighting.
Tapping Reeve Descents.
Sharpe, Seymour. Past and Present.
Strangways. Tissue Culture. 2 or 3 copies.
Sims & Hendricks. Victory at Sea.
Van Druten. Young Woodley.
Twentieth Century Business Encyclopedia.

M. A. WHITTY, 1621 BROOK RD., RICHMOND, VA.
E. B. Barrett. Drama of Exile and Other Poems.
N. Y. 1845.
Poe and Virginia items.

WIDE-AWAKE BK. SHOP, WILKES-BARRE, PA.
The Wreck of the Dumar. Lowell Thomas.
Doubleday. 1st ed.

ALFRED WILLIAMS & Co., RALEIGH, N. C.
Warfare. Spaulding and others.
Tartans of the Clan of Scotland. Smith.
Clans of the Scottish Highlands. Melvon.
Any North Carolina items.

WITKOWER'S, 77 ASYLUM ST., HARTFORD, CONN.
Study of Southwestern Archaeology. Kidder.
Yale.
American Food & Game Fishes. Jordan & Evermann. Doubleday.

A. R. WOMRATH, 42 BROADWAY, NEW YORK
Art of Music. Nathan. Set. Good condition.

A. R. WOMRATH, 161 SIXTH AVE., NEW YORK
Hearts Courageous. Oxenham. Pub. Meth. Bk.
Concern.

FLORENCE WOODWARD, GOLDEN CITY, MO.
McGuffey's Readers. All eds.

YE OLDE BK. SHOPPE, 916 B'WAY, SAN DIEGO, CAL.

Johnson, Merle. Amer. First Editions. 2 copies.
Any McGuffey's. Sound and reasonable.
Any books on Shells.

YOKE BK. SHOP, 203 NINTH AVE., NEW YORK
Butler. Solar Biology. 12th ed. preferred. Quote
any ed.
Philipart. Memoirs of General Moreau.

JAKE ZEITLIN, 705½ W. 6TH ST., LOS ANGELES
Describe quotations fully.
Britton & Rose. Cactaceae. Vol. 1.
Chaplin, Ralph. Bars and Shadows.
Chaplin. When the Stars Come Out.
Cushing. Zuni Creation Myth.
Disraeli, Isaac. Curiosity of Literature.
Dwight, H. G. Stamboul Nights. 1st ed. only.
Fine copy.
Education of a Princess. 1st ed. only.

NOW READY

Hayden's Virginia Genealogies

500 copies only of this exceedingly rare book
reprinted in enlarged type. Royal 8°, 776 pp.,
blue buckram. \$25.00 delivered, less 20% to the
Trade.

THE RARE BOOK SHOP

822 Seventeenth St. Washington, D. C.

HISTORY OF DRESDEN, MAINE, formerly a part of the old town of **POWNALEBOROUGH**, from its earliest settlement to the year 1900, by **CHARLES EDWIN ALLEN**. 900 pp., 8vo, dark blue ribbed cloth, lettered in gold on side and shelf back, gilt top, price \$10. Privately printed by B. E. Packard, Augusta, Maine.

Weekly Book Exchange

J. ZEITLIN—Continued

Haugh, Walter. The Hopi. Cedar Rapids, Torch Press.
Hemingway, Ernest. In Our Time; Torrents of Spring. 1st eds.
Hichens, Robt. Egypt. Illus. Guerin.
McCoy, W. Dreams of a Rarebit Fiend. Pub. Stokes.
More, Paul Elmer. Shelburne Essays. Separate vols. 1st eds. Fine copies only. Also quote association or inscribed copies.
Munthe, Axel. Story of San Michele. 1st Amer.
Pyle, Howard. Otto of the Silver Hand. Early ed. with silver decorations on cover.
Scammon, Chas. Marine Mammals of the Northwest Coast of Western North America.
Starrett, Vincent. Student of Catalogues.
Stevens, Henry. Recollections of Mrs. James Lenox. Chiswick Press. 1886.
Stevens, Henry. My English Library. London. 1853.
Theatre Arts Magazine. Vol. 1, no. 3.
Thompson, David G. Geological Survey. Water Supply Paper no. 578 on Death Valley.
True. The Whale Bone Whales of Western North Atlantic. Smithsonian Institute.
Zangwill, Israel. Dreamers of the Ghetto.

W. H. ZIESENITZ, 532 WARREN, HUDSON, N. Y.
Narrative Whale Ship Essex.

W. F. ZIMMERMAN, 341 S. WABASH, CHICAGO
Bi-Polar Theory of Living Processes. Dr. G. W. Crile.

Cobbett. String Quartette.

BOOKS STOLEN

MOSS & KAMIN, 23 LEXINGTON AVE., N. Y.
A copy of the limited, signed edition of Master's Lincoln was stolen from our shelves several days ago. It was no. 18. If offered, kindly notify.

HIMERAUGH & BROWNE, 4 E. 46TH ST., N. Y.
"Borrowed Books" wanted—Some unkind soul has borrowed:
Huckleberry Finn. 1st ed. Green cloth. ¼ green morocco case.
Ivory Miniature, The Lady of the Harem, painted by Alberto Sangorski.
Life of a Sportsman. 1st. Full red levant, in ½ morocco case.
Liberal reward.

BOOKS FOR SALE

BEAUMONT'S GEOGRAPHIC EXCH., 1108 CHESTNUT ST., ST. LOUIS, MO.

Back nos. Nat. Geographic Mag. our specialty. Thousands always in stock. Send for our price list.

Books for Sale—Continued

BOOK DEN, 464 EIGHTH ST., OAKLAND, CAL.
Back numbers of Literary, Scientific and other
Periodicals, Annuals and Rpts. in stock.

"COLLECTING FOR PROFIT," 353 S. LA BREA AVE.,
LOS ANGELES, CAL.

Published monthly. Tells which old books,
magazines, autographs, newspapers, etc., have
value—and why. \$2 yearly. Single copies
20 cents.

DIEHL, LANDAU & PETTIT, 16 E. 17TH ST., N. Y.
DeMaupassant. 10 vols. Blue cloth. (\$7.50)
\$3.50.

Burton. Anatomy of Melancholy. (\$3.50) \$1.50.
Thackeray & His Daughter. Ritchie. (\$5.00) 60c.
Picturesque Sicily. Paton. 49 illus. (\$4.00) 60c.
Safe Counsel, or, Practical Eugenics. Dr. Jef-
teries. (\$3.00) 75c.

Balzac. Physiology of Marriage. (\$5.00) \$1.00.
42 Fables of LaFontaine. Trans. Marsh. Spe-
cial 20c.

Rubaiyat of Omar Khayyam. Cloth. 8 colored
illus. Special. 30c.

Schopenhauer. Essays. (\$3.00) \$1.00.
Newspaper Building. Rogers. (\$5.00) 60c.

Elizabeth Cady Stanton. Stanton & Blatch. 2
vols. Cloth. (\$7.50) 75c.

Sex and Life. Pancoast. (\$3.00) \$1.00.
Age of Reason. Paine. (\$1.00) 45c.

Where the James Flows. Novel. Raymond.
(\$2.00) 20c.

Model T Ford Car. Page. (\$2.00) 25c.
Selected Stories of Jack London. Large 12mo.
Fab. Special 75c.

American Citizen. Just published. Large type.
Paper. 11c.

Greatest Thing in the World. Drummond. Large
type. 30c.

Fontaine. 2 vols. Cloth, boxed. (\$10.00) \$2.50.
Love Episode. Zola. Slip case. (\$5.00) Special
85c.

Putnam's Handbook of Buying & Selling. Spe-
cial 25c.

EICHERT & HALLIWELL, 29 FULLER AVE., FLORAL
PARK, N. Y.

Beardsley. Fifty Drawings. Ltd. \$5.00.
Millay. Buck in the Snow. Ltd. \$15.00.

Byrd. Little America. 1st issue. \$12.50.
Dreiser. Epitaph. Ltd. silk ed. \$12.50.

O'Neill. Dynamo. Ltd. \$17.00.

M. FREEDMAN, 94 GRAND ST., ALBANY, N. Y.

Wilder. Woman of Andros. 1st trade ed. 3
copies.

Faulkner. Sound & Fury. 1st ed. 4 copies;
Mosquitoes. 1st ed. 2 copies.

Morley Callaghan. Strange Fugitive. 1st ed. 2
copies.

Booth Tarkington. Growth. 1st ed. Reissue.
3 vols. in 1. 3 copies.

Glenway Wescott. Goodbye Wisconsin. 1st trade
ed. 3 copies.

Gertrude Stein. Useful Knowledge. 1st ed.
Tomlinson. Gallions Reach. 1st American ed.

Dos Passos. 42nd Parallel. 1st ed.
Hughes. Innocent Voyage. 1st ed.

Rolvag. Giants in the Earth. 1st ed.
All new with original wrappers.

G. GRAHAM, 1808 CHAPIN ST., ALAMEDA, CAL.

Back issues of Mag. List free.

G. GRISWOLD, 947 WILLIAMS MILL RD., N. E.,
ATLANTA, GA.

Beadle. Life in Utah.

G. GRISWOLD—Continued

Biddle. Madeira Islands. 1896.
Domenech, E. Great Deserts of N. Amer. 2
vols.

Foote. N. Carolina. 1846.
Gayarre. La. as a French Colony.

Hamerton. Etching and Etchers. Lon. 1876.
Johnston. Life of Gen. A. S. Johnston.

Jones, Chas. C., Books by.
Marryat, F. Mts. & Molehills.

Morris, E. Gazeteer of Tenn. 1834.
Ward, G. A. Curwen's Journals, etc.

Vertot. Hist. of Knights of Malta. 1728.
Offers. Write for particulars.

JUDY PUBLISHING CO., 1922 LAKE ST., CHICAGO

Free delivery. Dis. 35%. New from our press.
A Soldier's Diary. Capt. Will Judy. \$2.00.

Persuasive Speaking. Beshore. Comp. Inst. \$2.00.
Cartooning Made Easy. Lederer. \$2.00.

Training the Dog. Judy. All breeds. 2 ed. \$1.50.
Principles of Dog Breeding. Judy. \$2.00.

We carry in stock dog books of all pubs. 20%.

W. F. KELLEHER, 15 W. 44TH ST., NEW YORK

The Gentleman from Indiana. Booth Tarking-
ton. N. Y. 1900. Signed. \$7.50.

New Poems. Richard LeGallienne. 1st ed.
Signed. \$5.00.

Stars and Bars of Missouri. F. Kelso. Boston.
1863. Very fine presentation. \$10.00.

The Blue Flower. Henry Van Dyke. N. Y. 1902.
With 4-page letter by author. 1st ed. with
Pyle illus. Wonderful letter. \$12.50.

The Rise of Silas Lapham. W. D. Howells. 1891.
Sig.ed by the author. \$7.50.

City Legends. Will Carleton. N. Y. 1890. A
presentation copy. \$5.00.

A Day at Leguerres. F. Hopkinson Smith. Bos-
ton. 1892. A presentation copy. \$3.50.

Fine stock of salable stock at all times. Call
and see us when in New York.

KESWICK BKS., 4302 KESWICK RD., BALTIMORE

Modern First and Limited eds.
Catalogs and lists on request.

J. J. LAUGHLIN, 4211 GANO, ST. LOUIS, MO.

Nat. Geo. Mag. before 1912.

B. LOGIN & SON, INC., 29 E. 21ST ST., N. Y.

Chemical, Medical and Scientific Journals back
copies and odd numbers in stock. We buy
bound and unbound Scientific Magazines.

(Established 1887.)

MODERNAGE BK. CORP., 225 FOURTH AVE., N. Y.

Rabelais. Complete ed. with Doré & Siegel illus.
Size of book, 6½x9½. \$1.25 per copy.

Boccaccio. Decameron. 2 vol. ed. Boxed. Com-
plete ed. Size of books 6x9. \$1.25 per set.

The Memoirs of Casanova. 2 vol. ed. Boxed.
Over 1100 pages, illus. \$2.50 per set.

Woman and Puppet. Pierre Louys. Boxed. \$1.25.
Balzac. Droll Stories. Size 6½x9½. Boxed.

Siegel illus. \$1.25 per copy.

Fiction Remainders. Write for full list. Over
350 titles to choose from. 20c. price on 500
or more; 22½c. price on smaller quantities.

Watch this column each week for new items.

NEANDROSS LIBRARY, RIDGEFIELD, N. J.

Back numbers of magazines supplied.

G. W. NOTT, SOULÉ COLLEGE, NEW ORLEANS, LA.

The Nature Library. 10 vol. ed. Tan buckram.
New York. 1904. Good. \$22.00, carriage ex-
tra.

G. W. NOTT—Continued

The Woman's Athenium. 10 vols. Green leather & buckram. No date. Fine. \$20.00.

PARNASSUS Co., 221 FOURTH AVE., NEW YORK
 Boccaccio, The Decameron of. Illus. Complete single copies. \$1.00; 6 or more 90c.
 Aldington. Collected Poems. (\$3.00) \$1.00.
 Brief Candles. Aldous Huxley. 1st ed. \$3.50.
 Works of Aretino. Illus. (\$15.00) \$2.50.
 Life of Sir William Phips. Cotton Mather Ltd. 500 numbered copies. Roanoke Series. (\$7.50) \$2.50.
 Modern French Painters. Raynal. 108 illus. (\$7.50) \$2.00.
 English 1sts of Humbert Wolfe. Scarce. \$1.75 ea.
 Satyrs and Women. Pierre Louys, Majeska, col. illus. autogd. (\$15.00) \$5.00.
 Casanova's Memoirs. Illus. (\$12.50) \$2.50.
 Three Times Tried. Oscar Wilde. (\$17.50) \$3.50.
 La Bas. Huysmans. Complete. (\$10.00) \$2.50.
 Advertising Layout. Young. Illus. (\$7.50) \$1.50.
 O. Henry. 1 vol. 1385 pages. (\$4.00) \$2.00.
 Kipling. 1 vol. 1030 pages. (\$5.00) \$2.00.
 Choice remainder fiction in original eds., \$28.00 per 100; 250 at 25c. Visit our commodious showrooms when in New York. 500 sample remainders, from fiction to press books, and autographed eds. Remainder Bulletins issued monthly. Special Notice—48 page retail catalogue to be used by booksellers, in preparation. Ready about April 15th. Send us your order immediately, with imprint. Minimum order, 1000. Cost, about \$15.00 per M.

C. A. PENZEL, 211 S. WALNUT, MUNCIE, IND.
 Anacalypsis. An inquiry into the origin of Languages, Nations and Religions by Godfrey Higgins. 2 vols. Originally pub. in 1833, reprinted in 1927 by Macy & Masius. Limited ed. 350 copies. This set is numbered 184. Printed on watermarked paper. In fine condition. Make offer.

RENAISSANCE BK. Co., 131 W. 23RD ST., N. Y.
 Publishers' Overstocks:
 Tales of La Fontaine. Complete trans. Printed on Warren's Old Style laid paper. 2 large vols., blue clo., enclosed in slip case. Full-page illus. (\$10.00) \$2.75 per set.
 Golden Asse of Apuleius. Illus. Large octavo. In slip case. (\$6.00) \$1.50.
 Don Juan's Note Book. Kemp. Private press ed. Ltd. (\$5.00) \$2.00.
 Send for lists.

SEARCY & PFAFF, 931 LAFAYETTE, NEW ORLEANS
 The Pith of Franklin's Letters. Limited ed. at \$5.00. Less trade discount.

H. M. SENDER, 5845 CENTRAL, KANSAS CITY, MO.
 Condition guaranteed. Carriage extra.
 Root & Connelley. Overland Stage to Calif. Topeka. 1901. \$25.00.
 Howe. Story of a Country Town. Atchison. 1883. \$40.00.
 Edwards. Noted Guerillas. St. Louis. 1877. \$20.00.
 Paxton. Marshall Family Genealogy. Cinn. 1885. \$7.50.
 De Barthe. Life of Frank Grouard. St. Joseph. 1894. Leather with new back strip, resewed. \$25.00.
 Maj.-H. Bell. Rem. of a Ranger, or, Early Times in So. Calif. L.A. 1881. \$25.00.
 Maltby. Life of A. Lincoln. Stockton, Calif. 1881. \$12.00.

Books for Sale—Continued

H. M. SENDER—Continued

Life and Adventures Polk Wells. \$9.00.
E. F. Ware. Rhymes of Ironquill. Topeka. 1885. \$35.00.
 Joel C. Harris. Life Henry W. Grady. N. Y. 1890. \$3.00.
 Pollard. So. Hist. of War. 1st, 2nd & 3rd vols. \$6.00.
 Bronaugh. Younger's Fight for Freedom. 1906. \$2.00.
 Davis & Durrie. Hist. of Missouri. St. Louis. 1876. \$4.00.
 Hist. C., M. & St. Paul Ry. & Emp. Chi. 1901. \$1.50.
 Stanley. In Darkest Africa. N. Y. 1892. 2 vols. \$2.50.
 Stanley. Through the Dark Continent. N. Y. 1879. 2 vols. \$2.50.
 Stanley. The Congo. N. Y. 1885. 2 vols. \$2.50.
 Connelley. John Brown. Topeka. 1900. \$1.50.
 Cooke. Virginia. Boston. 1891. \$1.50.
 Carr. Missouri. Boston. 1892. \$1.50.
 Rice. Reminiscences A. Lincoln. \$2.00.
 U. S. Grant Memoirs. 2 vols. \$1.50.
 Colorado Session Laws. 10th, 11th & 12th. each \$1.50.
 Miller. Photo Hist. Civil War. 10 vols. ¾ lea. \$10.00.
 John Paul Jones Commemoration. N. Y. 1907. \$1.50.
 Davis. Memoirs of Aaron Burr. N. Y. 1858. 2 vols. \$2.50.
 Bowditch. Am. Practical Navigator. Wash. 1918. \$1.50.
 Meyer. Sexual Life in Ancient India. N. Y. 1930. 2 vols. d.w. \$1.50.
 McIlhenny. Recollections of a '49-er. K. C. 1908. \$12.00.
 Williams. 75 Yrs. on the Border. K. C. 1912. \$10.00.
 Wm. M. Cemens. Mark Twain. San Fran. 1892. Wrappers. \$6.00.
 McIntire. Early Days in Texas. K. C. 1902. \$7.50.

H. H. TIMBY, ASHTABULA, OHIO
 Mark Twain. Set. 25 vols.
 Ridpath. 8 vols. ½ lea. 1912.
 Burbank. 12 vols. Full mor.
 Dickens. Collier. 30 vols. Fine set.
 Balzac; Scott; Poe.
 Book of the Presidents.
 Bracebridge Hall. 1823. 1st Paris ed.

VAN NORMAN BK. Co., 1415 HOWETT, PEORIA, ILL.
 Americana. Lincolniana. Send for lists.

ALFRED WILLIAMS & Co., RALEIGH, N. C.
 Peloubet. S. S. Notes. 1931. Limited stock. \$1 postpaid.

Write for list of Southern items.

E. ZOELLER, 121 N. WESTERN PARKWAY, LOUISVILLE, KY.
 Mark Twain. 1sts. Tramp Abroad. 1880. \$25.00; Life on the Mississippi. 1883. \$25.00; Roughing It. 1872. \$18.00; Following the Equator. 1897. \$8.00.
 Hawthorne. Our Old Homes. 1st. 1861. \$8.00.
 McCutcheon. The Butterfly Man. 1st. 1910. \$3.75.
 Walt Whitman. Leaves of Grass. 1st. 1881-1882. \$25.00.
 Bret Harte. Tales of the Argonauts. 1st. 1875. \$10.00.
 Blavatsky. Isis Unveiled. 2 vols. 1893. \$8.00.
 Life of Gustave Doré. N. Y. 1885. \$15.00.
 Many other 1sts by the same authors, and others.

BOOK-TRADE OPPORTUNITIES

(Twenty Cents a Line)

Business Opportunities

OUR Historical Picture Service offers to publishers selections from one of the largest available stocks of historical illustrations. All photos sent on approval. Correspondence invited. American Historical Bureau, 70 Fifth Ave., New York. Telephone—Algonquin 4-1299.

Business for Sale

FOR SALE at great sacrifice growing book shop, located in Northern Ohio town of 120,000. Good lease, excellent location, room for expansion and other lines. Must sell at once. H. F., care of Publishers' Weekly.

Positions Open

SALESMEN in all parts of country to carry a brand new and ingenious teaching device, much like a game or toy, yet a miniature encyclopedia. Write for free sample. J. G., care of Publishers' Weekly.

SALESMEN ATTENTION: We publish an interesting line of books dealing with many phases of life's problems. Have large territory open. Liberal commission. Lucis Publishing Co., 11 West 42nd St., New York City.

ENTERPRISING YOUNG MAN to build up book department in busy general store. Good opportunity for right party. Moderate salary to start. Reward for ability. Reply in detail to B. N., care of Publishers' Weekly.

SALESMAN who is thoroughly acquainted with New York trade to represent new dollar line in metropolitan district. Good position and salary for right man. State previous connections. Confidential. Also require traveler to represent us in Middle West. N. R., care of Publishers' Weekly.

Positions Wanted

CITY SALESMAN with 5 years' successful experience in metropolitan area to represent publisher on commission basis. D. Y. C., care of Publishers' Weekly.

BOOKMAN, 15 years, new, 2nd-hand, old and rare, desires position with 2nd-hand dealer. Own clientele and mailing list. Y. E., care of Publishers' Weekly.

Remainders

THE SYNDICATE TRADING CO. buys entire Remainders, large and small, of salable books. Dealers are requested to write for catalog or visit our Sample Room at 240 Madison Ave., New York. Tel. Caledonia 8830.

PUBLISHERS' REMAINDERS—Fiction, Text Books, broken sets of all kinds bought for Cash. Harlem Book Co., 53 W. 125th St., New York. Harlem 6678.

REMAINDERS and Publishers' Overstock—We are always on the lookout for publishers' remainders and overstocks on non-fiction titles, and sets. Chas. L. Bowman & Co., 118-120 E. 25th St., New York. Gramercy 0535.

Special Notices

WE INSURE rare books, manuscripts, etc., against all risks including fire, theft, water damage and vandalism, etc. Reasonable rates. Licensed, responsible brokers—Paul & Landsman, Chrysler Building. Murray Hill 2-2273.

Order a personal
subscription for

\$3

If you are a
clerk in subscribing
bookstore.

"P. W.," 62 W. 45th St., New York
Send subscription for one year to

.....
bill at
clerk rate
\$3
.....



*Now that's the kind
of jacket we want!
O.K.—we'll call
Politzer—he did it*

BRYANT 4260
132 West 43rd St New York
"Jackets for over 40 publishers"

American Book Prices Current 1931

The new annual volume of latest book auction prices is now binding and will be ready for delivery March 20. It is the Supreme Court of Reference for values of old and rare books. Covers auction season from June, 1929, to June, 1930.

A limited edition only is printed each year.

Price \$20.00

R. R. BOWKER COMPANY

62 West 45th Street
New York

The Indexing of Books

by
John W. T. Walsh

A splendid, useful handbook on indexing helpful to authors and indexers. Chapters include:

THE CHOICE OF ENTRIES
ARRANGEMENT OF ENTRIES
ALPHABETIZATION
NAME ENTRIES
INDEXING PERIODICALS
PREPARATION OF THE INDEX

This manual should appeal to all librarians and editors.

Price \$2.00

R. R. BOWKER COMPANY

62 W. 45th St., New York

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,

Of the PUBLISHERS' WEEKLY, published weekly at New York, N. Y., for April 1, 1931.

STATE OF NEW YORK, ss.
COUNTY OF NEW YORK,

Before me, a Notary Public in and for the State and County aforesaid, personally appeared Frederic G. Melcher, who, having been duly sworn according to law, deposes and says that he is Vice-President of the R. R. Bowker Co., publishers of the PUBLISHERS' WEEKLY, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher	R. R. BOWKER CO.
	62 West 45th St., New York.
Editor	R. R. BOWKER.
	62 West 45th St., New York.
Managing Editor	F. G. MELCHER.
	62 West 45th St., New York.
Business Manager	J. A. HOLDEN.
	62 West 45th St., New York.

2. That the owners are:

R. R. BOWKER Co., 62 West 45th St., New York.
R. R. BOWKER, 62 West 45th St., New York.
MARIAN A. OSBORNE, Buffalo, N. Y.
J. A. HOLDEN, 62 West 45th St., New York.
F. G. MELCHER, 62 West 45th St., New York.
A. R. CRONE, 62 West 45th St., New York.
A. C. FRASCA, 62 West 45th St., New York.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

FREDERIC G. MELCHER, Vice-President.

Sworn to and subscribed before me

this 17th day of March, 1931.

ARMOND FRASCA,

Notary Public, New York Co., New York.

(My commission expires March 30, 1931.)
[Seal.]

Certificate filed in New York Co. No. 165.
Reg. No. IF105.

The Sightless Horseman

by
MARQUE
TRAYDE

**Just Out!
At All Bookstores!**

A Realistic Romance!
Youth Scoffs at "Proh'bition"
A Bold Book, This!

Now selling
in *second*
pre-publication
edition.

\$1⁰⁰

Order through your regular channel

Guild
Publishers Inc.
St. Louis. Mo.



Do You Want Representation in England?

SIMPKIN MARSHALL, LTD.,
are London Agents for 146
English Provincial and Foreign
Publishers.

They supply every leading
bookseller in the British Isles.
The country is covered by
their fleet of cars and
travellers.

SIMPKIN MARSHALL, LTD.
STATIONERS' HALL COURT
LONDON E.C.4

- "A charming and scholarly history, interesting as the latest novel and a contribution to the cultural background of anyone who makes, sells or merely loves books."

PUBLISHING AND BOOKSELLING

By Frank Mumby

R. R. Bowker Co., \$6.00

- "I recommend the reading of this inspiring book to every ambitious bookseller."—A. Kroch.

In This Issue

	PAGE
THROW AWAY THOSE CRUTCHES by William Howell Wells	1891
<i>"The majority of publishers believe as a matter of course that a large advertisement is per se better than a small one. And few there are who do not believe that a large space filled with critics' encomiums is the most laudable advertisement a book can receive. Bunk!" Mr. Wells advises giving the critics a rest.</i>	
OUR LEADING CITIZENS—WHAT THEY READ	1894
<i>A broadcast of local book opinions of leading citizens is a striking feature of the Baltimore Evening Sun.</i>	
HELP! HELP!—by Katharine Lord	1896
<i>The second part of an article which appeared last week on the problems which come up and must be settled between a bookshop manager and his assistants.</i>	
WHAT'S IMPORTANT? by Ellis W. Meyers	1899
<i>Philadelphia Convention Topics.</i>	
EDITORIALS	1900
<i>Who Will Take the Lead?; Sinclair Lewis; Collecting American Literature.</i>	
SMALL BOOKSHOP MANAGEMENT by Franklin M. Watts	1902
<i>The concluding chapter to this series which began in April, 1930.</i>	
IN AND OUT OF THE CORNER OFFICE	1904
CHICAGO BOOKTRADE NEWS by Milton Fairman	1905
IN THE BOOKMARKET	1906
PUBLISHERS AND DEPARTMENT STORE MEN GET TOGETHER	1908
SOMETHING NEW IN BINDING	1909
OLD AND RARE BOOKS by Frederick M. Hopkins	1932

Staple Stock Department

THE NATURE BOOKS OF FRANK M. CHAPMAN	1913
JULES VERNE'S NOVELS FORM A SHELF OF STAPLES	1914
THE LITTLE RED VOLUMES	1915
BABY RECORD BOOKS by William E. Harris	1916
A WINDOW DISPLAY THAT SOLD BIBLES AND PRAYER BOOKS by Mattie Straughan	1918

Forthcoming Issues

✿ ✿ ✿ The booktrade is having three Conventions this year. The Western Convention in San Francisco, on April 23, 24 and 25, has its headquarters at the St. Francis Hotel. Albert R. Crone of the *Publishers' Weekly* is the official A.B.A. delegate to this Convention. The *Publishers' Weekly* is sending as usual copies of the Pacific Coast Number, April 18, by special mail to this Convention. A feature of this issue will be a picture chart of the United States, showing freight rates to Western cities. For this same issue Ernest Dawson of Los Angeles has written "The Rare Book Business." Frank Arnold of the Utah State Agricultural College writes on "The Tecolote Bookshop," and Douglas S. Watson contributes "What Booksellers Think of Their Genial Trade." Mr. Watson is the father-in-law of Herbert Hoover, Jr. Louise O'Hara, writes on John Henry Nash, whose beautiful "The Life of St. Francis" has just been published. ✿ ✿ ✿

✿ ✿ ✿ Will Johnson of W. B. Read and Company, Bloomington, Ill., writes in the April 25th issue on "Why Go To a Convention?" The Convention which he has in mind is the Illinois Booksellers' & Stationers' Convention to be held in Danville on May 5 and 6. ✿ ✿ ✿

The Publishers' Weekly

The American Booktrade Journal

EDITORS

R. R. BOWKER FREDERIC MELCHER
MILDRED C. SMITH

ALICE P. HACKETT WELDEN REYNOLDS
ALBERT R. CRONE Circulation
LOUIS C. GREENE Advertising
JOHN A. HOLDEN Business Manager

\$5 a year 15 c. a copy

62 West 45th Street
New York City

A NEW ADDITION TO LINOTYPE TYPOGRAPHY



LINOTYPE BASKERVILLE is a reproduction of the original types of John Baskerville, the noted eighteenth century English printer, paper maker and letter founder, recut under the direction of George W. Jones, the designer of Granjon and Estienne.

In writing of his type in 1758, Baskerville said "... Having been an early admirer of the beauty of Letters, I became insensibly desirous of contributing to the perfection of them. I formed to my self Ideas of greater accuracy than had yet appeared, and have endeavoured to produce a Sett of Types according to what I conceived to be their true proportion. . . ."

Baskerville's contribution to letters is well known. His type anticipated the "modern" letter of Bodoni and Didot—there being no doubt that Bodoni as well as later founders were influenced by his work. Upon analyzing the subtle charm of Baskerville the unusual dignity and beauty of the face is at once apparent. Its capitals are sturdier than those of Caslon, which face it resembles in many of its characteristics, and the contrast between the thick-and-thin elements of the letters is more marked.

Linotype Baskerville will be cut in a complete range of sizes. At present it is available in 11, 12, 14 and 16 point. Special "f" logotypes in roman and italic are available for fine composition.

MERGENTHALER LINOTYPE COMPANY, BROOKLYN, NEW YORK

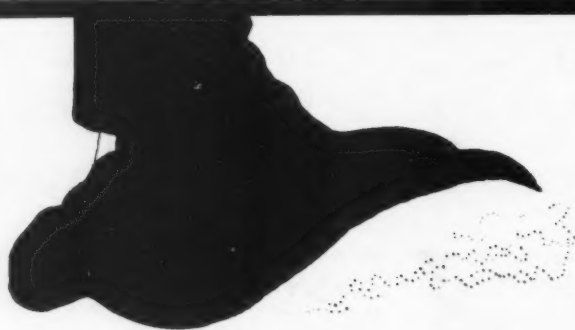




The first novel by the author of *Aphrodite* and *The Songs of Bilitis*, to be published in a trade edition. This volume contains the complete text of the limited edition published in 1928, which is now out of print and commands a very high premium.

PSYCHE

BY PIERRE LOUÏS



2.50

to be published April 21st

•

COVICI-FRIEDE

Publishers

386 Fourth Ave., N. Y.